

THE
Publishers' Weekly
THE AMERICAN
BOOK TRADE JOURNAL

WITH WHICH IS INCORPORATED

The American Literary Gazette and Publishers' Circular.

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VOL. LXXXII., No. 9.

NEW YORK, Aug. 31, 1912

WHOLE NO. 2117

Ready September 10th

The Junior Partner

The Inner Secrets of Seven Men Who Won Success

By EDWARD MOTT WOOLLEY

Illustrated. \$1.25 Net

This story, giving in detail the steps leading to a successful career, makes vivid perhaps more than any modern book the whole romance of business.

The book is fairly alive with a sane and real philosophy for the youth who longs to succeed. Added to this is the wealth of practical detail which makes the book ring true.

E. P. DUTTON & COMPANY
31 West 23d Street
NEW YORK

ALWAYS IMPORTANT

The announcement of the publication of a new
novel by

MARY ROBERTS RINEHART

Where There's a Will is Mrs. Rinehart's latest
and most delicious comedy novel.

The only thing to say after reading Mrs. Rinehart's new story is that you like it. He who comes to criticize remains to laugh. The pages scintillate with wit. There is a spark in every sentence. Not since *When a Man Marries* has anything so funny appeared. And the story is not only amusing, it has a most original plot. The reader can neither pause nor reflect. Rapidly, buoyantly he is carried forward on the topmost wave of good health and happiness. It is Mrs. Rinehart's way of telling a story. *Where There's a Will* is delicious, unexpected, irresistible.

Illustrated, \$1.30 net

THE BOBBS-MERRILL COMPANY
Publishers

THE SIGN AT SIX

Many readers will no doubt be surprised to see in *The Sign at Six* a detective story from the pen of Stewart Edward White. As a matter of fact Mr. White has long been keenly interested in this kind of fiction.—*The Bookman*.

STEWART EDWARD WHITE

The Sign at Six is the story of a man who thought he owned New York and of another who undertook to convince him of his error.

THE BOBBS-MERRILL CO., - - Publishers

AUTHOR OF
THE RIVERMAN THE BLAZED TRAIL
THE SILENT PLACES ETC.

Fall Announcements of All Publishers . . .

PUBLISHERS of forthcoming books to be issued during the Fall season of 1912 are reminded that the *Fall Announcement Number* of THE PUBLISHERS' WEEKLY, to be issued under date of September 28, is in many respects one of the most important issues of the year. Booksellers, generally, find it invaluable in making up their holiday orders and for descriptive selections for their own catalogues and circulars. Librarians also use it extensively in making up their purchase lists for the new season. Note then :

1 That the **dictionary reference list** of new books in that issue will be made up **as complete as possible** from material procurable between now and September 10. It is therefore *very important* for all publishers to send to our editorial department at the earliest possible moment complete lists of their *fall announcements*, giving as much data as practicable.

2 That the number is **especially valuable for advertising**, since an advertisement supplements the reference list and keeps the advertiser's descriptive announcements immediately before the buyer during the period he is planning for the new season.

The bookseller, naturally, expects to find the leading books featured in the advertising pages, and his judgment is largely influenced by the publisher's confidence in his leaders as shown by his advertisement. The publisher cannot expect the dealer to *stock up* on books that are apparently not of sufficient importance to be advertised.

Advertising rates same as for regular issues.

"Copy" should be mailed at once

OFFICE OF THE PUBLISHERS' WEEKLY
298 BROADWAY NEW YORK

Ready September 12th

Who?

By ELIZABETH KENT

Author of "The House Opposite"

A MORE thrilling detective story has seldom appeared. Not only does it deal with the story of a crime such as the ablest detective would find it difficult to solve, but there is an added mystery concerning the identity of one of the principal suspects, regarding which the reader's opinion will change a dozen times before arriving at the truth. Every page teems with incidents, forming a succession of dramatic scenes that will keep the reader's interest at white heat throughout.

Frontispiece in Color by John Cassel

\$1.25 net. By mail \$1.40

NEW YORK

45th St., 2-6 W.
23d St., 27-29 W.

G. P. Putnam's Sons

LONDON

24 Bedford St.
Strand



Ready September the Second

DANA ESTES & COMPANY
PUBLISHERS **BOSTON**

1912 THE KING OF ALL JUVENILE BOOKS 1912

CHATTERBOX

BIGGER, BRIGHTER, BETTER THAN EVER

The only genuine Chatterbox; no rehashed or old material but entirely new stories and illustrations especially done for the volume; the aim has been to get the best regardless of cost. The Annual grows in popular favor yearly and maintains its enviable position as the best juvenile published. The new volume has been increased in size. Over four hundred pages with more than two hundred and fifty full-page illustrations, eight of which are in color.

Large 4to, illustrated board covers,	\$1.25
Handsomely bound in cloth, full gilt. Inlaid cover designs, full gilt edges,	\$1.75

SUNDAY

The Companion Book to Chatterbox

The strong feature of this well-known companion volume to Chatterbox this year will be "The Story of Daniel," by BISHOP OSBORNE of Springfield, Illinois, an author who has an international reputation. True tales about animals and many other attractive stories and verses will make the volume the best ever issued. Fully illustrated with full-page and text illustrations and colored plates uniform with Chatterbox.

Large 4to, boards, illuminated board covers,	\$1.25
Cloth, gilt top,	\$1.75

NOTE

YOUR HOLIDAY PURCHASES SHOULD INCLUDE THE ABOVE VOLUMES.
THEY ARE

BOOKS THAT WILL BE ASKED FOR

READY SEPTEMBER 3d

Priscilla's Spies

By G. A. BIRMINGHAM

- Priscilla is a glorious young colleen—a beauty and a tomboy who, having seen unaccountable strangers in lonely Rosnacree Bay at once scents mystery and adventure. Infecting others with her suspicions, she bands together her spies and sets sail in her little yacht to probe the mystery to its depth.—*That is the story.*
- Priscilla the spontaneous, the sworn enemy of propriety and sedateness, whistles merrily and mischievously across the pages; contagious with the joy of life she is Mr. Birmingham's most invigorating heroine.—*That is the character.*
- Permeated with humor this book has that elusive charm which holds the readers of Birmingham's novels in delight and fascinating suspense from start to finish—and *that is the effect.*

12mo. Net \$1.20**NOVELS BY G. A. BIRMINGHAM, UNIFORM EDITION**

SPANISH GOLD

12mo. Net \$1.20

The gayest piece of comedy imaginable, vastly amusing, absolutely original in conception, permeated with fascinating dialogue and alluring adventure, yet underlaid with a vein of serious effort and startling events.

LALAGE'S LOVERS

12mo. Net \$1.20

In the person of Lalage, the Irish tomboy who becomes possessed of a reformer's zeal, Mr. Birmingham has created a character as sweet as she is wilful, and as winning as she is audacious.

THE SEARCH PARTY

12mo. Net \$1.20

A large-hearted, vivacious and genial book, wherein one absurd situation treads close upon the heels of another.

THE SIMPKINS PLOT

12mo. Net \$1.20

The history of a droll error and its consequences in the further adventures of the elusive J. J. Meldon. An unconventional and delightful book.

THE MAJOR'S NIECE

12mo. Net \$1.20

One of the happiest of Mr. Birmingham's Novels, discussing with grave-faced Irish absurdity the folly of applying science to the up-bringing of children.

GEORGE H. DORAN COMPANY, New York
PUBLISHERS IN AMERICA FOR HODDER & STOUGHTON

H&S**H&S****H&S****H&S****H&S**

A Woman

By MARY

Suppose your wife felt it in her to become a great emotional actress, an artist or professional woman—would you help her or oppose her?

Would you tell her that her proper duties were the humdrum round of domestic obligations—or would you give her the same chance you ask for yourself?

This is the situation that Mary Austin works out in her new book and there isn't a man or a woman who comes into your shop who wouldn't be fascinated by this revelation of a woman's inmost thoughts about life, marriage, love and a career.

Just Out. Net \$1.35

“A Woman of Genius” is in its 2nd Large Printing Before Publication.
“The Wind Before the Dawn” is in its 3rd Large Printing.

DOUBLEDAY, PAGE & COMPANY

of Genius

AUSTIN

We are not superstitious, but after selling out before publication on two August books we're beginning to be interested in astrology.

We have a "hunch" that the star which presides over Genius in August is the same one that comes up with "The Wind Before the Dawn."



GARDEN CITY, LONG ISLAND, NEW YORK

"M. P. Revere" is KNOWN TO YOU
—under another name—as a writer whose
novels you have sold in immense numbers
every one of them high in "The Six Best."

THE BRIDE'S HERO

By M. P. REVERE

A new novel issued over an assumed
name as a test of popularity.

It is a sweet, wholesome
love story, with admirable
characters, of the type that
sells and sells and SELLS

Just enough complication,
just enough sentiment, just
enough cleverness—and all
told naturally and well.

*Colored wrapper and frontispiece,
4 black-and-white illustrations.
Cloth, 12mo, \$1.25 net*

READY SEPT. 6

PUBLISHERS **FREDERICK A. STOKES COMPANY**

NEW YORK



FRANCES HODGSON
BURNETT'S

Ready Sept. 6

beautiful little true story

MY ROBIN

The true story of the real robin in "The Secret Garden" told with all of Mrs. Burnett's delicacy and charm, printed and illustrated in the best of taste, with colored frontispiece and wrapper, will entrance all lovers of her work and is just the thing for an inexpensive Christmas remembrance.

*Colored wrapper and frontispiece, black-and-white illustrations
Cloth, 16mo, 50 cents net*

Ready Sept. 10

RICHARD DEHAN'S

long awaited and great novel

BETWEEN TWO THIEVES

(formerly announced as "The Woman with the Lamp")

The only novel written by "RICHARD DEHAN" except "One Braver Thing" ("The Dop Doctor"). Richard Dehan is a pen-name adopted by Miss Clotilde Graves for her mature work, and none of her other novels can rightfully bear it.

Colored wrapper, cloth, 12mo, \$1.40 net

PUBLISHERS **FREDERICK A. STOKES COMPANY** NEW YORK

Another Big Seller!**THE RED CROSS GIRL**
By **RICHARD HARDING DAVIS***Ready September 7*

You know how Mr. Davis' stories take when they represent the very height of his great story-telling talent. These do. The feeling is that he never excelled, if he ever equalled, "The Red Cross



"Girl" or the "Grand Cross of the Crescent." This fact and its unusually attractive cover will start a run on this book. Be prepared.

\$1.25 Net;**Postpaid, \$1.35**

The *Sun* is an excellent judge.

The *Sun* says of HOPKINSON SMITH'S "**The Arm-Chair at the Inn**": "... a thoroughly delightful book, the best he has yet written."

And early sales point to the concurrence of the public in the opinion.

\$1.35 Net**Postpaid, \$1.44****CHARLES SCRIBNER'S SONS****FIFTH AVENUE, NEW YORK**

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

August 31, 1912

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—BACON.

CO-OPERATION WITH THE BOOKSELLER IN ADVERTISING.

THE line between legitimate and unfair competition with the bookseller is at best a vague one; some forms of such competition are subtle in the extreme; but the dealer, not without reason, has come to look askance at any project which has the slightest appearance of seeming to invade his field. Some months ago a publisher—with, as it happened, the best intentions in the world—offered to mail his catalogues free to all names supplied him by certain dealers. Of course, he got hardly a name. Another publisher inserted return postcards in all copies of his publications. The PUBLISHERS' WEEKLY doesn't know what the dealers said to the publishing house in question, but it does know that some of them even took pains to go through and throw away every postcard before putting copies of his books on their shelves. The retailer believes, and rightly, that he, if anyone, should be in the retail mail-order book business; that if the publisher is anxious to spend money in sending out mail matter, he should do it in co-operation with the retailer.

There is another class of publishers who, while believing emphatically in helping the retailer, wish to do it in their own way, and appear to be, on the whole, rather disgusted if the retailer ventures to suggest that they do it the way he has found more satisfactory. Perhaps, for instance, the dealer is getting out a house organ of his own—many of them are doing it, either individually or co-operatively. The expense of it, if a dealer carries the entire burden individually, is heavy; but scores

of dealers, nevertheless, are finding regularly issued advertising matter, sent out under their own names—magazine catalogues of their own offerings to their own trade—a most efficient and paying kind of publicity; and in cases where co-operation in publication is possible, the cost is very much reduced.

A dealer in a Middle Western city had such a house organ, a meaty, impartially edited little sheet, that he knew was selling books for him. The three or four thousand customers he mailed it to every month evidently read it, and had evidently come to rely on it for up-to-date information and fair advice about new books. The dealer was standing the entire manufacturing cost of the publication, of course, but the mailing cost was a heavy item. He felt that he was doing a real service to the publishers whose books he was directly advertising, as well as one to himself. He ventured to suggest to certain of them that they might share the mailing expense with him. As he pro-rated it, it was a ridiculously small amount to them apiece. Gently and courteously, but quite finally, he met with refusal from them all around.

Yet, within a week, two of the publishers who had refused him shipped him a stock of new "catalogues" of their own lines. One of them was elaborately printed on heavy coated paper (three cents each to mail!), and was padded with publishers' "gush" that his own house organ had educated his customers quite out of, the other was an unannotated, title-aline, alphabetical catalogue that would have been considerably less interesting reading than the dictionary. On his consignment of these catalogues, those two publishers had spent ten times what he had asked them to spend on his own periodical, and he knew from experience that in selling effectiveness his own medium, far more modest, but carefully planned to meet the demand of his trade, was so far ahead as to make comparison really difficult.

If the publisher desires to encourage and energize the retailer—as he does—it would surely seem to be the part of common sense to work along the line of least resistance, to work with him, not at him. The dealer resents, quite naturally, the imputation that he is in every respect antediluvian, that the publisher two or three thousand miles away can always run his business for him far better than he can himself. He tries a plan that he has evolved, proves it out, finds it successful, and asks the publisher's help in its continu-

ance or extension. When the latter, because *he* has what *he* thinks is a plan better than the retailer's, refuses his support and gives the latter's enthusiasm a dash of cold water, can he wonder that the dealer does not warm up to one of his own pet schemes any too readily?

Of course, there is another side—there always is another side. Booksellers are as prone as the rest of us to work out fantastic "schemes" that "plan well"—with the publisher's money—but fail to materialize returns. One of the questions of book publicity over which publisher and bookseller come to disagreement frequently is that of local newspaper advertising. There is no use disguising the fact—borne out by repeated experience on the publisher's part—that such advertising is rarely profitable. In a few large cities, in a certain few selected mediums with a book-buying or potential bookbuying clientele, book advertising, done by individual publishers, may pay; in the small town it almost never can, and the small town bookseller who asks or expects it is not fair to his publisher. Mind you, we are not speaking now of store advertising done locally by the bookseller—that is a different matter—but individual book exploitation.

Some booksellers are unreasonable in their demands upon the publisher; some booksellers find their fair and reasonable efforts at co-operation rebuffed. Yet the PUBLISHERS' WEEKLY is glad to be able to believe that publisher and bookseller are coming to understand each other better. Ways and means of co-operation are not far to seek. To the publisher who emphatically takes and keeps the bookseller's viewpoint, they rapidly suggest themselves.

IN the precipitated deluge of legislation crowded into the last days of Congress, it was impossible to print all the bills promptly in final shape. The Post Office bill was so complicated in the conference amendments that it is impossible to criticise the parcels post and other provisions intelligently until the bill is printed in final form. But we are to have the parcels post, and the Postmaster-General is charged with the enormous work of shaping it before January 1, 1913. The public document bill failed in the House and goes over to the short session.

WHILE authority must extend downward, suggestion should extend upward.

HOW SHALL THE NOVELIST EARN A LIVING WHILE WRITING HIS NOVEL?

PUBLISHERS AND EDITORS TELL THEIR EXPERIENCES IN "GRUB-STAKING" AUTHORS.

SHALL the author be provided with food and shall the poet eat occasionally while evolving novel, short story, or poem for the millions of readers whose interest and patronage make possible the much-vaunted best sellers? This question the New York Times answers at some length in a recent article.

Some publishers declared to a Times interviewer that they preferred that the author write his manuscript first and eat afterward. These publishers all agreed that it was not a mere matter of money that made them hesitate to provide grub stakes for writers, but that it was their opinion that paying in advance meant inferior work and generally disappointment to them and their prospective readers.

"I certainly do not believe in grub-staking," said "Bob" Davis, editor-in-chief of the Munsey publications, "although writers are the most reliable people in the world when it comes to matters of money.

"I have never found a dishonest one. The writer is not the kind of a man to lean to dishonesty. He is gifted with imagination and would know instantly that his guilt would make him suffer in the end. An ignorant and unimaginative man might steal, but not the writing man. The writer who creates characters and situations and deals with the working out of good and bad in his stories would not like to have his imagination picture him as a guilty man."

And yet grub-staking is done every day by publishers, and although Mr. Davis was vehement in his argument against the custom, he finally confessed that he had on occasions advanced money to needy writers.

O. HENRY OFTEN HARD UP.

"The late O. Henry," he admitted, "was the most artistic and winning writer when it came to making a request for a stake. We were very close friends and called each other Bill. Here is a sample request."

Mr. Davis took a portfolio from his desk and showed a letter from the man who is generally admitted to have been the greatest short-story writer of his generation. The initials signed to it are those of his real name, Sidney Porter. Here is the "touch":

MONCHER BILL: Can you raise the immediate goods for this and once more rescue little Ruby from certain death?

The big story will be handed in Monday for you to try on the piano.

From next week I'll show you a story every week. I am going to make some of the best special samples of 2000 and 2500 word stuff that's possible. That's the length that counts.

I'm feeling fine, and hope these few lines will—say, don't forget to send the \$25.

Don't do it if you refuse to do it. Yours ever.

S. P.

O. Henry was hard pressed for money at the time, although his stories were being

bought at the highest rate the market offered. He had no regard for money and would give it away as quickly as he earned it.

"Anybody could get money from O. Henry," said Mr. Davis. "He was always lending to men who were trying to become writers. Many of them who never had a chance to achieve success were helped generously by him. A beggar in the street asking him for help would

OTHER O. HENRY ANECDOTES.

Among the many stories gathered by the *Times* man in Grub Street was one from Harry Peyton Steger, of Doubleday, Page & Co.

"I wanted a photograph made of him," said Mr. Steger, "and it took me a long time to get his consent. I had a certain photographer in mind, a man who made splendid portraits. I



AN AUTHOR'S WORLD-WIDE POPULARITY.

A Window Display of Mrs. Barclay's Novels at Mr. Maskew Miller's, Cape Town, South Africa.

get the first bill his hand came to, regardless of its denomination.

"Here is another letter he wrote me when he found himself in need of money:

DEAR OLD BILL: At last I have anchored at 126 Waverley Place and have an address to give you. I am in Gilman Hall's apartment, and can now continue to turn out the old blown-in-the-bottle brand of fiction. I am a man of dam few words. I want \$125.

Pursue the liberal policy and get the best stuff. Come down and see my seven-room apartment with well-stocked pantry.

Personally and officially I greet you and make obeisance. Consistently,

BILL THE BEDOUIN.

The Bedouin got the money.

"O. Henry did not owe us a story or a cent when he died," said Mr. Davis. "His slate was clean. You could not call it helping him to pay him in advance. He was helping the editors and publishers by giving us the stories he wrote.

arranged for the writer and the photographer to meet at a certain time. Neither showed up.

"I hunted up the photographer first and found that he had pawned his camera. I got the camera out of pawn and hunted up O. Henry. I found him in bed. He said that he did not keep the engagement because he did not have a suit of clothes to wear. He owed the tailor a bill of \$7.50, and the tailor had his only suit, holding it until he paid. I advanced the \$7.50, of course.

Other editors got many letters from O. Henry. He would sometimes send a page or two of a story with a request that some money be sent by the messenger if the editor would like to have the rest of the story. One request was for \$10, but O. Henry asked in the note that the donor talk casually about \$200, so that the messenger would not think he had been sent after such a trifling sum as the one he requested."

Another anecdote of O. Henry concerns a story he had promised a magazine in New York. The story had a splendid start, but it was never finished. The magazine editor decided to use it and offer a prize of \$100 for the best ending.

O. Henry saw this prize advertised, and, needing \$100, wrote an ending and submitted it, along with many other endings sent in by professional and amateur writers. He won the prize.

NOVELISTS OFTEN GRUB-STAKED.

Among book publishers, the *Times* representative found little reason for support of the old theory that genius is put aside for the work of a man with a name merely. Rutger B. Jewett, of D. Appleton & Co., told of two cases of grub-staking novelists that had come within the range of his experience.

"With one of these novelists," Mr. Jewett said, "we had to use all our influence to get him to live on the work already done and not on the work that he intended to do. We accomplished this finally and we found that his work improved a great deal. Nowadays, instead of coming to us to ask advances he comes and asks advice as to how to profitably invest his royalties.

"The other case of grub-staking was that of a novelist who had sold a manuscript to another firm. The work was a novel and a good one. After it was accepted and the contract made for its publication the wife of the publisher objected to it, saying that it was immoral.

"The book was published, but was allowed to die. The author did not have money enough to pay his board. Another publisher bought the rights to his novel and pushed it to success. Before this was achieved the author was given enough money to take him out of the city, and to the mountains of Tennessee, where he turned out another novel that proved a good seller.

"In his case the grubstake was well used, but I think publishers generally find that the work of a writer is the better for not advancing money."

A. A. Boyden, of the *American Magazine*, thinks that the grubstake is a drawback to good work, although he admitted having advanced his own money to authors who had appetites to consider.

"I had one experience with a story that we bought unconsciously out of sympathy for the writer," he said. "Theoretically we do not allow sympathies to weigh in passing on a story, but this one told of a girl working in a big shop and of her trials.

"We could feel that the writer was actually hungry. We bought the story, although we knew eventually that the writer's talent was not noteworthy. She soon married a well-to-do man, and is now living happily, and we are all so glad because now she will not have to write for a living.

"Of course, it is generally known that Harry Kemp, the tramp poet, is grub-staked by a wealthy Chicago man. Wherever Kemp goes

he gets \$7 a week, and with this he is sure of having something to eat. Of course, he does not need all of that money, and he told me himself that he could get along on less.

"However, when the publisher pays in advance he will always run the chance of not liking the story he has paid for. When this happens, it makes matters uncomfortable between editor and author. We paid a certain sum in advance for a series of four short stories, and got three of them that suited. The fourth was never delivered. It was not that the writer regretted the contract. He tried, but he could not get out the fourth. It was not there. You couldn't blame him. He was just as honest in the matter as a man could be. If the fourth story in that series was not in the reach of his imagination, there was no chance of getting it."

Mr. Boyden said that the late Owen Kildare, the "Bowery Writer," was helped by a great many editors, who hoped that he would repeat the success of his story "My Mamie Rose." Like many another occupant of magazine editorial chairs, Mr. Boyden was the means of grub-staking O. Henry, too.

"One night several of us, chatting together, compared notes as to how far we had gone in helping out O. Henry," he said. "We had all helped, but none of us had cause to regret it. We were only too glad to get a look-in at his copy. The money was well spent just for the chance of getting an O. Henry story."

The late Frank Norris, author of "McTeague," "The Pit," and many other novels that placed him in the front rank of American writers, and whose early death proved a distinct loss to American literature, was grub-staked while he turned out his first book.

He was found working in San Francisco on a paper called *The Wave*, and was brought to New York. He worked as a manuscript reader for Doubleday, Page & Co., and the firm knew that there was something in him bigger than newspaper work.

He was encouraged in every possible way, and earned enough to be rid of anxiety over the question of food and shelter. How finely he came up to expectations is a matter of literary history.

Harold MacGrath, one of the most prosperous and popular novelists, was grub-staked by the Bobbs-Merrill Company. He was found in Syracuse, running a joke column. His story, "The Puppet Crown," was accepted by six readers for the Indianapolis publishers, and he was divorced from the daily joke grind and put to work turning out romances which have made fortunes for himself and for his publishers.

FRENCH LOCAL COLOR THAT DIDN'T ARRIVE.

George B. Van Cleave, pioneer in display advertising for literary wares, and one who has played no mean part in advancing the fortunes of writers, told the *Times* interviewer of one now famous author who caused his publishers some worry because of his insistence that he needed French local color for a

romance he had under way. He had never been to France. He had a good plot, and his first book had made money.

The firm backing him finally grub-staked him to \$1500, and he was started off from his home town well equipped for a journey to the south of France, where he would be able to take great draughts of poetic inspiration from ancient castles, old and beautiful legends, and charming folk-lore.

The grub-staked novelist reached New York from the West, and it was evening, with the weather mild and sweet, as is the weather of the old town in the time of autumn. The city seemed to have been especially illuminated for this rapidly brightening literary luminary. He delayed sailing, and began taking in deep draughts of other things than poetic inspiration.

The publishers became anxious for the welfare of their literary voyager in his search for the beauties that are the charm of Carcassonne's ramparts and legends. The signal was given for a round-up, and the novelist was found in New York minus his grub-stake and filled with gloom as he marched Broadway hanging to the arm of Gen. R. E. Morse.

He was deposited in a sleeping car and escorted home again. The romance was written—and it was said to have been singularly fine for its color of olden days in golden Southern France—but he did not cross the ocean until he was paid substantial royalties from the book.

The late Jacques Futrelle, whose death on the "Titanic" brought genuine sorrow to the hearts of many a man on Grub Street to-day, had to travel over as rocky a road to success as any of the men who have gone that way before. A giant in build, his good nature was proverbial in whatever corner of the world he sat down to hammer a hired typewriting machine.

He loved life like a boy ten years old, and so far as practical affairs went he was always a youngster. As a neighbor and fellow-newspaper worker of the writer of this article in Richmond, Va., he kept tackling the fiction game with a pertinacity that many a coming writer of to-day might well emulate. His copy was sent back time and again as he wrote and learned the ropes of the business of putting an interesting story together.

He met all rebuffs with a smile, and finally, when on the *Boston American*, and at a time when he needed some money and needed it quickly, he turned out a story called "The Grey Ghost," which was accepted by *Everybody's Magazine*. It had splendid literary quality, was entirely different from his "Thinking Machine" stories, and did a great deal toward establishing his reputation.

POETS HAVE A HARDER TIME.

It is the sad lot of the poet to furnish the dismal side of Grub Street. It is seldom, if ever, that the poet gets anything to eat in advance. He is lucky if he gets paid when his poem is accepted, and when he does open his

envelope and finds a check therein it is seldom that the sum is of such measure that he could hie forth and buy a coat as well as a meal with it.

Bliss Carman and Richard Le Gallienne have been frequently mentioned as poets who have made their wares support them, but they are the only two in the near-plutocratic class this writer has heard of.

Joyce Kilmer, one of the younger poets, whose first volume of songs was received with much praise by the critics, had to grub-stake himself. After he finished at Columbia he found a job in a bookstore as a salesman. He was fired because he spent his time in reading and reveling in the beauties of the de luxe editions of his employers. He finally took employment working on a new dictionary. His pay envelope permits him to harrow his soul all that he chooses as he burns the midnight oil in a cottage in Jersey.

The publishers of New York and the editors and advisers are far from being the cold-hearted, money-grabbing men some of the discouraged ones in Grub Street believe them. The author with a conscientiously done piece of work receives prompt and careful consideration in magazine offices and in the offices of book publishers. It is a prize worth getting for the editor—a new writer giving promise.

NOTES FROM PARIS.

Special Correspondence to the English Bookseller and the Publishers' Weekly.

A FEW days ago we celebrated the bicentenary of the birth of Jean-Jacques Rousseau. The President of the Republic was present, a monument by an eminent sculptor was uncovered, laudatory speeches were poured out by the kilometre, and in short there was everything—except enthusiasm. It happened to be the day of the Grand Prix, and senators and deputies may have thought that Rousseau's doctrines about the future of the human race would keep, but the other one wouldn't; or, knowing by experience what French orators are when they let themselves go, the legislators reflected that a slow ceremony would have to be followed by a quick lunch or they would not be in time at Longchamps. At any rate, there were only 37 occupants for the 450 chairs provided, and J.-J. R. was "flat, on a falling market," as they say on the Stock Exchange. Many people no doubt kept away because they feared the *camelots du roi* would make a shindy—as indeed they did, though it was easily suppressed—and no ladies were invited, either on the same account or because it was imagined some of the speakers might allude to some of Rousseau's love adventures, or his very peculiar ideas on morality in general and the duties of paternity in particular.

There was nothing shocking, nor indeed new, in any of the speeches, for Mrs. Frederika Macdonald is perhaps the only person in the world who could find something new to say about J.-J. Rousseau. But if the celebration fell flat, it seems to have aroused a

good deal of literary interest in the philosopher. New editions of his principal works, extracts from his writings, essays on his doctrines or refutations of his theories, all made their appearance, and it would, I believe, have been perfectly possible for the 37 members of the Senate or Chamber who were present to have each taken home a new book about "the Citizen of Geneva."

Even his friends and enemies—and in his case the terms were almost convertible—have come in for some attention. His last friend, the Marquis de Girardin, is the subject of a biography by M. André Martin-Decaen (Perrin), and one of his many enemies is represented by "La Vie et l'œuvre de Palissot," by Dr. Daniel Delafarge (Hachette). Palissot was a fourth-rate author of the eighteenth century, who achieved what celebrity he ever enjoyed by writing a very dull comedy in which he "went for" all the Encyclopedists. Fear or good sense prevented him from attacking Voltaire—who would have promptly squelched him—but who was especially amenable to flattery, even of the clumsiest kind, especially when it was combined with abuse of other literary men.

The Grand Prix is usually supposed to mark the end of the Paris season, and, as the Rousseau celebration was held on the same day as the race, we may be said to have wound up our season with this not particularly big splash in the troubled literary waters of the eighteenth century. Looking back mentally over the history of the past few months, I do not seem to remember any epoch-making book—in the way of imaginative literature at least—but if the advertisements are to be credited there have been several commercial successes. "Les Dieux ont soif," by the veteran Anatole France, must take front rank in this respect. Two days after publication the 42nd edition was being advertised—which must surely be a record—and a fortnight later the score had arisen to 59—yet, if the truth must be told, it is by no means the best book the author has ever written, though his second-rate work is superior to the best any other living writer can produce. The quiet, natural pathos of "L'Elève Gilles" (Perrin) so impressed the Academy that the author—M. André Lafon—was awarded the big prize, and perhaps this fact was not without some effect on the sale of the book, which has run through twenty editions. Napoleon, too, may always be relied upon as a safe scorer. The latest life of "the great, little Corsican"—"Napoléon pour tous les français," by Commandant Claude Berget (Vermot)—is a new book in the sense that it has never before been published, but it was written a good many years ago, by an officer who took part in the Crimean war, and is dedicated to Maréchal Canrobert. But it is written with soldierly simplicity, and as the selling price is only half a franc, if not *tous les français*, at least a good many are desirous of possessing a copy, and considerably over 50,000 have been sold in a very short time.

Historians are devoting a good deal of attention to the events and personages of the

Second Empire. The lives of the Duc de Morny and the Comtesse de Castiglione, to which I have alluded on former occasions, were both solid, scholarly works invaluable to the student who wishes to understand all the tortuous wiles of French politics in the days when Napoleon III. and his cunning and unscrupulous half-brother ruled over the destinies of France. The latest addition to the literature of the period is "Le Prince Impérial," by Auguste Filon (Hachette). M. Filon was the Prince's tutor, and therefore well fitted to judge of his character, but as the unfortunate young man was only 14 when his father was driven from the throne, and only 23 when he perished by a Zulu assegai, he really left no mark on history, and the story of his short life and untimely end inspires more sympathy than interest. The latest volume of "Ce que je tiens à dire," by Maurice Dreyfous (Ollendorff), also relates mainly to events of the Second Empire, as the recollections extend from 1862 to 1872.

H. Daragon has sent me two more books on the vexed (and I may say vexing) question as to whether the Dauphin, the son of Louis XVI., died in the Temple prison, or whether he escaped, and after many vicissitudes died in Holland many years later. Both theories have their ardent advocates, and in addition there is a sort of midway school, who, like the late Victorien Sardou, hold that the Prince did really make his escape from the prison, but that his identity with Naundorff is "not proven." M. Frédéric Masson has hitherto kept aloof from the discussion, but he regards everything connected with Napoleon and his belongings as his private property, so that when some of the Naundorffistes claimed that Josephine's death was due to the fact that she was on the point of making inconvenient revelations to the Czar of Russia, M. Masson felt bound to interfere. His articles in the *Gaulois* and other papers have called forth two replies, one by M. Otto Friedrichs, which is abusive, and the other by Ex-Senator Boissy d'Anglas, which goes for the historian of Napoleon in a more sarcastic way. The ex-Senator also hits out at some of the minor writers who have handled this thorny question in various journals and reviews without knowing very much about it. One of these writers is assured that he has flown into the discussion like a sparrow into a cathedral, which seems a rather neat simile; and another is told that he wants to show off the scraps of knowledge he acquired at the Ecole des Chartes. I have carefully read several of the 37 books which M. Daragon has published on the subject, to say nothing of several others, and all that I know is that one side sets up arguments which the other knocks down, and that there is somewhere (in Paris, I believe) an estimable gentleman whom some other estimable gentleman call Charles XI., which no doubt pleases him and them, and does not do any harm to anybody. There I am content to leave the matter, and I wish everybody else would do the same.

K. VOLTAIRE.

HOW MUCH THE PARCELS POST IS TO BE CHEAPER.

THE accompanying table shows in compact form just what the shipper will save when the new parcels post comes into operation on January 1 next. A comparison will show that the reduction from the present postal rates is marked all the way through. Compared with express rates, the reduction varies from 25 per cent. on the long-distance shipments to 88

CONFESSIONS OF A REFORMED BOOK AGENT.

SOME POINTERS FROM HIM EAGERLY HEARD BY OTHER DRUMMERS.

"I'm here to mention one thing, though," put in the reformed book agent to the little group in the smoking compartment, according to a writer in the New York Tribune; "you can talk about all the tricks in this game of selling goods, but the man who peddles books from

TABLE OF COMPARATIVE RATES FOR EXPRESS, PRESENT POSTAL AND PARCELS POST SERVICE

Distance	Number of Pounds					
	1	2	3	5	8	11
RURAL ROUTE AND CITY DELIVERY						
<i>Present Postal Rate</i> .....	.16	.32	.48	.80	1.28	1.76
<i>Express Rate (average)</i> .....	.25	.25	.25	.30	.30	.30
<i>Parcels Post Rate</i> .....	.05	.06	.07	.09	.12	.15
WITHIN 50-MILE RADIUS						
<i>Present Postal Rate</i> .....	.16	.32	.48	.80	1.28	1.76
<i>Express Rate (average)</i> .....	.25	.27	.28	.32	.37	.37
<i>Parcels Post Rate</i> .....	.05	.08	.11	.17	.26	.35
WITHIN 150-MILE RADIUS (i.e. New York to Philadelphia, Baltimore, or Springfield, Mass.; or Chicago to Milwaukee; or Seattle to Portland, Ore.)						
<i>Present Postal Rate</i> .....	.16	.32	.48	.80	1.28	1.76
<i>Express Rate (average)</i> .....	.25	.30	.32	.40	.47	.49
<i>Parcels Post Rate</i> .....	.06	.10	.14	.22	.34	.46
WITHIN 300-MILE RADIUS (i.e. New York to Boston or Washington; or Chicago to Detroit or St. Louis; or San Francisco to Los Angeles.)						
<i>Present Postal Rate</i> .....	.16	.32	.48	.80	1.28	1.76
<i>Express Rate (average)</i> .....	.25	.32	.40	.55	.65	.75
<i>Parcels Post Rate</i> .....	.07	.12	.17	.27	.42	.57
WITHIN 600-MILE RADIUS (i.e. New York to as far west as Cincinnati; or Chicago as far as Omaha; or San Francisco as far as Salt Lake City.)						
<i>Present Postal Rate</i> .....	.16	.32	.48	.80	1.28	1.76
<i>Express Rate (average)</i> .....	.27	.35	.45	.65	.85	1.00
<i>Parcels Post Rate</i> .....	.08	.14	.20	.32	.50	.68
OVER 1800 MILES						
<i>Present Postal Rate</i> .....	.16	.32	.48	.80	1.28	1.76
<i>Express Rate (average)</i> .....	.30	.35	.45	.80	1.20	1.60
<i>Parcels Post Rate</i> .....	.12	.24	.36	.60	.96	1.32
<i>Express Prepaid Book Rate. (Value not over \$10, 8 cents per pound)</i> .....	.08	.16	.24	.40	.64	.88

per cent. on local deliveries. On all short-distance shipments, the saving made will be very great.

Express rates are so complex, and vary so much for the same distance between different points that only an average or approximate figure may be given. New York outgoing express rates are about the cheapest of all, and most of them are slightly lower than the average express rates quoted.

house to house in these small towns has to be wise to a few more little gags than anybody who carries a sample case. "We could all sit up and take pointers from the average book agent. I used to be one myself," he added modestly.

"Well," conceded the drummer with the mottled hose, "if you could sell one of those 'Lives and Sayings of Great Men'—the kind the agents say would be so nice for the children—

I must confess that you ought to be able to sell any old thing, from a gold brick to a plush album with a celluloid picture on the back."

The Reformed Book Agent nodded and took up his story.

"It was at the close of my second year in college," he said. "I was out for some means of acquiring a little of the negotiable, during the summer months, and I listened to the siren song of the publisher's special representatives. I always had a prejudice against being a book agent. I always thought it was a calling that would make people look down on you, the same as if you were a poet. But when I heard how simple the game was when you play according to the system, I thought I'd just sit in for a little while and see if half the man told me was true.

"Well, I learned a lot. I've had a lot of respect for a book agent ever since. I never knew before that every little move the man makes when he's showing you a book is part of his system. Take it from me, it's a deep system, too.

"Well, sir. That time I tried to sell those anatomical charts—" broke in the drummer with the black cigar and the modish cravat.

"Keep out of the way and let the parade go on," growled the ready-made-clothing drummer.

"The funny thing about selling books," went on the Reformed Book Agent, overlooking the interruption, "is that you never strike anybody—no matter how many books you may manage to sell—who really wants to buy a book. I never sold a book in my life to anybody who really wanted to own that particular book. No book agent ever did. You see, if a man really wanted a book he would go to a store and buy it. There would be no need of a book agent to hunt him up and harass him for an hour or so, would there? Nearly everybody I showed my book to—it makes no difference whether the book was 'Art and Artists of Ancient and Modern Times,' 'Household Physician,' or 'All Sorts of Strange and Useful Facts' or what not—the man would tell me he didn't want it.

"I wasn't in the business long before I discovered that selling a book to anybody is just like going into a men's furnishing shop to sell the proprietor a line of crockery. The man that can do it is pretty good, hey?

"I had my line of talk all put up in courses that I could serve in any order I wanted to. And the beauty of it was that my victim never knew how many more courses were coming. He would listen to me in the hope that everything I said would be about the last from me. When I was giving him the soup course he was hoping against hope that the next would be the finger bowls.

"Let me make myself clear. Now if you tried to sell books without knowing the rules you would begin at the pictures in the front of the book, then show the table of contents, after that Chapter I., and so on through the book until the man drove you away, or until

you reached the general index at the back of the book.

"Well, that would show that you hadn't taken so much as a correspondence course in book-selling procedure. Watch the next book agent that gets hold of you, and see if he doesn't begin somewhere over in the middle of the book and show you an invaluable table of statistics about the supporting strength of ice. Then see if he doesn't jump back to the front part of the book after an engraving of the leaning tower of Pisa and a table showing the relative heights of the great structures and spires of the world. From there maybe he'll skip over three or four chapters to a page containing a lot of pink circles showing what a miserable little thing this old earth of ours is in comparison to the real live planets.

"Now, the way the agent has of hurdling back and forth over chapters in the book is not because he can't keep his mind on things in the order that they come. It is because it's the only way he can make sure of keeping your interest. If he were to begin at the picture in the front and go over the pages in regular order as a teacher would take a pupil through algebra, you would say to yourself: Good heavens! Look at that great big book this man's going to show me! And he's hardly started yet. I might as well insult him and get rid of him right away!"

The other drummers in the smoking compartment nodded their approval, and the Reformed Book Agent smiled.

"Of course," he resumed, "the first thing to do is to get into the house. I used to find out the name of the people I was next going to call on from neighbors, and then when the kind lady came to the door I would smile winningly and announce: 'Mrs. Jenkins, I'm Mr. Brown.' Or, if a servant came to the door I would say to her, 'Please tell Mrs. Jenkins that Mr. Brown is here.' Then the woman would think I must be a particular friend of some intimate friend of hers, and that she ought to know me. Nine times out of ten she would ask me in, cordial and curious, to find out who I might be.

"It's a big help, of course, if you can put up a good front; that is, stack up well as to apparel. I used to board at cheap places if necessary, but aimed to keep myself lighted up like the front of a theater.

"Then, it's always a good plan to find out the names of the children, if there are any, and talk to the fond parent for a few minutes about her plans for little Albert's education, and what college she is going to send him to. This is good even if the kid is only five years old. And then, finally, you take your prospectus out from under your coat and get around to the book proposition.

"As you probably know, it's useless to try to escape from a book agent by argument. If the victim says she can't afford it, he will point out that after the order is taken it will be several weeks before the book is delivered, and the cost will not amount to more than about four cents a day. It makes a person

look pretty cheap to let four measly little pennies block the way to a means for the youngsters to get a good education right at home.

"One great scheme that agents work," went on the Reformed Book Agent, "is a sort of hypnotic suggestion gag. When they strike a person who just won't agree.

"For instance, I have said: 'Now, Mrs. Edwards, if you were to buy this book what kind of binding would you prefer?' Perhaps she would point out a medium-priced red cloth binding on the row of samples I showed her. Then I would go ahead and show her some more of the good points about the book and get her to agree that certain things about the work were meritorious. Then I would compliment her on her good judgment in her selection of bindings, and we would talk about what good bindings you can get nowadays and the like, until, after a time, I would tell her again, 'I think you will find this binding you selected very satisfactory.' Lots of times, too—"

"Those schemes are all right," broke in the drummer with the black cigar, "but I never could make 'em work out. Now, when I was selling those anatomical charts I found there had been so many agents selling that sort of thing in the territory I was covering that they wouldn't look interested when I struck up my talk.

"I wrote in to my firm and told them about the territory having been covered so recently. They wrote back and said that such territory was often the very richest territory, as the people had been prepared by other agents and placed in a receptive mood for something of real merit.

"In about a week I wrote in and told them that I wasn't selling many charts, but I surely was preparing a lot of territory. That was the last—"

"Back up and let's hear this book agent story out!" interrupted the drummer with the mottled socks.

The Reformed Book Agent grinned considerably at the ex-anatomical chart man.

"It's funny," he said, as he relighted, "but one of the greatest obstacles the book agent has to overcome is to get a woman to sign her name to the contract in which she agrees to pay for the book when it is delivered. The order is no good without her signature, as she probably would change her mind by the time you came around with the goods and wanted your money.

"But lots of people, women particularly, have a great prejudice against signing their names to any paper in the hands of strangers. Often a woman will agree to take a book—whether she wants it or not—but will back down when you want her to sign.

"Here, again, it is necessary to resort to one of the tricks of the trade. It works like this:

"You go on talking about the book, and as you talk, you fold the order slip lengthwise and place your pencil in the fold. Then, accidentally, you allow the pencil to fall into her lap. Naturally, she picks up the pencil.

"Now she's got the pencil in her hand; that's something gained. You take advantage and place the order slip on your prospectus which you hold toward her. When one has a pencil in one's hand the inclination is to use it. The thing one is most likely to write is one's own name. In this case, the only paper upon which the woman may write is your order slip, which you hold temptingly before her. About four times out of five the mental suggestion works, and she will go ahead and sign the order."

"Not so bad!" chuckled the hardware salesman.

"But one thing that a book agent dreads above all else," continued the latter, "the thing that he can seldom overcome if the bluff is properly worked, is to have a person feign deafness in order to get rid of him. When any one springs that gag, even if you know it's only put on, you might as well fold up your little tent and hike to the home of some one else."

OBITUARY NOTES.

GEORGE CLINTON PAINE, one of the oldest book agents in the country, if not the oldest, died, August 26, at the age of 101 years, at Elmira, N. Y., where he was visiting his son. He had kept at work up to the time of his last illness, showing remarkable health. He was the son of a farmer and the grand-nephew of Thomas Paine, author of "The Age of Reason."

Mr. Paine was apprenticed to a harness-maker in 1829, and first saw Manhattan the next year. Mr. Paine had been a book agent for twenty-five years. He walked five miles a day, and to this exercise was attributed his good health. He resided with his daughter, Mrs. Hiram S. Hagan, at 99 Clinton Avenue, Newark, N. J.

LITERARY AND TRADE NOTES.

OWEN WISTER has bought a tract of 3300 acres between Lakeside and Alpine, near Santiago, Cal., for which he paid \$5000.

L. FRANK BAUM remains a name to conjure with, and the Reilly & Britton Co. are fortunate in having another of his delightful stories. This he calls "Sky Island," and it tells the further exciting adventures of Trot and Captain Bill after their visit to the Sea Fairies.

RICHARD HARDING DAVIS reaches the height of his great story-telling gift in "The Red Cross Girl; or, The Grand Cross of the Crescent," which will appear on September 7. An unusually attractive cover will get general attention, and the author's name and popularity prepare for a big seller.

INCIDENTAL to the Browning centenary is a new "thin-paper" edition of his works in twelve volumes, pocket size, issued by the T. Y. Crowell Co. The volumes are printed from new plates, with large type, and are provided with new portraits in photogravure and other decorations.

GEORGE H. DORAN Co. is about to issue a new low-priced edition of "The Sleeping Beauty and Other Fairy Tales from the Old French," retold by A. T. Quiller-Couch and illustrated in color by Edmund Dulac, and a new and cheaper edition of "The Rubáiyât of Omar Khayyâm," with Dulac's illustrations.

JORDAN & Co., Wheaton, Ill., are now selling the fifth edition of "In Baby Land," by Adelaide Sarah Jordan, who has contributed her happiest verses, which have been very successfully illustrated by J. T. Armbrust. There is a popular edition in light blue and pink cloth, and a *de luxe* edition in light blue and old-rose leather.

"THE JUNIOR PARTNER," by Edward Mott Woolley, tells the inner secrets of seven men who won success in a sane, philosophic way that will make every young man ambitious, and, at the same time, give him practical advice how to force success. E. P. Dutton & Co. have made a book that rings true through its outward guise of fiction.

THE short story and the part it has played in American Literature is the subject of an interesting little volume just published by Ginn & Co. It comprises, under the title "The American Short Story," one of the lectures by Prof. C. Alphonso Smith delivered at the University of Berlin during the author's incumbency of the Roosevelt Professorship.

JEFFERY FARNOL's visit to America has been postponed a short time. Charles E. Brock, the English illustrator, is completing his twenty-four colored drawings of scenes in "The Broad Highway" for the new illustrated holiday edition of the popular book. It is reported that "The Broad Highway" is now in its 135th thousand.

SOME remarkably successful cloud pictures, by the well-known artist-photographer, A. L. Coburn, will be reproduced in platinum as illustrations for Shelley's poem of "The Cloud," in a new quarto edition published by C. C. Parker, of Los Angeles, Cal. The edition is limited to sixty copies, at twenty-five dollars each.

OVER 9100 poems by 1650 writers were submitted to the editor of *The Lyric Year* for this forthcoming anthology of modern American verse, to be published by Mitchell Kennerley, in November, when the cash prizes of \$1000 for the three best poems in the collection will be announced and awarded. *The Lyric Year* will choose from the 9100 poems 100, each by a different writer.

BEETHOVEN's love affair with the Countess Giucciardi has been made the center of a novel by John Nordling which has already run into several editions in Sweden, the land of its origin. The book is called in English "The Moonlight Sonata," after Beethoven's "Quasi, Una Fantasia." English, French, Italian, Dutch, and Russian editions are in preparation. Here the book will appear under the Sturgis & Walton Company imprint.

THE most untrammelled imagination can conceive no more thrilling detective story than Elizabeth Kent gives us in "Who?" Only once in a decade even the Pinkertons or Scotland Yard are called upon to solve such a mysterious crime. Every page bristles with happenings, and the identity of the principal suspect keeps the reader puzzled to the very end. The Putnams promise this detective story for September 12.

It is with the attempt by Dorian Drecq to suppress a cholera plague that "The Right to Reign" by Adele Ferguson Knight, author of "Mademoiselle Celeste," largely deals. The hatred, ignorance and superstition of the mob finally breaks forth against the so-called oppression of the doctor when they make a violent attack on the hospital in order to wreak their vengeance upon him. "The Right to Reign" will be published September 1, by George W. Jacobs & Co.

BIGGER, brighter and better than ever comes "Chatterbox," the ever-popular annual made entirely of new stories and pictures specially drawn for the volume. Estes & Co. spare no cost in getting up this favorite holiday book, and its companion book, "Sunday," intended for somewhat younger readers. The strong feature of "Sunday" this year is Bishop Osborne's "Story of Daniel," and its wealth of illustrations of animals and all kinds of stories make it specially attractive. The colored plates are a feature of both these publications.

AN interesting addition to Duffield's *Plays of To-day and To-morrow*, Maxim Gorky's "The Lower Depths," has just been published. Two new volumes in the *Shakespeare Classics* are ready: "Rich's 'Apolonius & Silla,' an original of Shakespeare's 'Twelfth Night'" and "The Menaechmi; the original of Shakespeare's 'Comedy of Errors.'" Other books of the week from this house are Martha Bianchi's "The Sin of Angels," Beulah Marie Dix's "The Gate of Horn," and "New Zealand, the Country and the People," by Max Herz.

AMONG the early fall publications of McBride, Nast & Co. will be "Reclaiming the Old House," a book for the layman on remodeling, by Charles E. Hooper; "Gardening In Doors and Under Glass," by F. F. Rockwell; "Furniture Designs—Chippendale, Hepplewhite and Sheraton," with an introduction by Arthur Hayden; "Dyes and Dyeing," a handbook for the craftsman in an art whose possibilities have not yet been realized, by Charles E. Pellew; and "A Book of Distinctive Interiors."

ALL who have met "Me-Smith" are eager to know what Caroline Lockhart has put into her new Western story, "The Lady Doc," in which she has given the life of a woman physician, full of humor and tragedy and unexpected happenings in the little "cow town" in which she settles. All the characters are needed and play their parts to perfection under the author's experienced guidance. The Lippincotts will publish it early in September.

and they have every right to expect "a seller" that may go beyond even the seven editions of "Me-Smith."

L. C. PAGE & COMPANY'S August publications included a number of titles for young readers, as follows: A fourth volume in the *Doctor's Little Girl Series*, "Nancy Porter's Opportunity," by Marion Ames Taggart; "The Pioneer Boys of the Ohio," the initial volume of a projected series for boys, by Harrison Adams; "Jack Lorimer, Freshman," by Winn Standish; the fifth volume in the popular *Jack Lorimer Series*; and a new volume in the *Boys' Story of the Railroad Series*, "The Young Apprentice," by Burton E. Stevenson.

THE HUNGARIAN Literary Society of New York City has just published a volume of poems of the great Magyar poet, Petöfi. The volume contains three of Petöfi's epics: "The Apostle," "Childe John," and "Simple Steve"; also the complete "Cypress Leaves from Dear Etelka's Grave," and an hundred of "Selected Lyrics." The translator is William N. Loew, the author-translator of "Magyar Poetry," "Gems from Petöfi," Madách's "Tragedy of Man." The proceeds of the sale of the volume the publisher and the author-translator devote to a fund for the erection of a statue of Petöfi, to be erected by the Hungarians of New York City in one of the city's parks.

A GREAT treat is in store for thinking men and women in Mary Austin's "A Woman of Genius," already in its second large printing before publication. It deals with the scope a woman has the right to claim for her special gifts in creative art if she chose marriage and its obligations before she felt the irresistible drivings of genius towards larger possibilities than average domesticity. The heroine feels she must be a tragic actress; she also feels she cannot do her best work without being loved and taken care of and understood by a congenial spirit. Miss Austin handles her theme from the man's and woman's standpoint, with fearless imagination.

D. APPLETON & Co. have issued "Outlines of Evolutionary Biology," by Arthur Denby, professor of zoology in the University of London, a work written in untechnical language, giving a complete summary of its subject in the light of the most recent investigations; a new revised edition of H. Wilson's "Silverwork and Jewelry," first published in 1903, with new information on Egyptian, Japanese and other Oriental work; and "Dancing, Ancient and Modern," by Ethel Umlin, showing the development of the art from the prehistoric times to the present day, and giving reproductions of famous paintings in photographure, color and half-tone, which make the book a complete pictorial record as well.

A FINE big novel, by Mrs. Alice Hegan Rice, is "A Romance of Billy-Goat Hill," with its dramatic plot set in the South, and with a heroine fully equal to the best created by the author of "Mrs. Wiggs of the Cabbage Patch." This longest story Mrs. Rice has yet written will be ready September 18 by the

Century Co. They have also just issued "A Prelude to Adventure," by Hugh Walpole, author of "The Gods and Mr. Perrin," the story of English college life of a young man who puts himself out of touch with society by following his uncontrolled impulses, and is redeemed by love; and have almost ready "Daddy Longlegs," for which Jean Webster supplies both the love story of the text and the wholly delightful illustrations.

AMONG the special articles in the September *Bookman* are one on "Ibsen and Company on the Japanese Stage," by Yone Noguchi; "Some Art Schools and Art Students," by Dorothy Furniss, and an "Old-Fashioned Memory" of Andrew Lang by Stuart Henry. Allen Murray Cumnock "reviews some book reviews," and William Aspenwall Bradley has something to say on "Grundy and Grundyism." Among the books reviewed at length are: Dell Munger's "Wind Before the Dawn," Charles Kenyon's "Kindling," and Homer Lea's "The Day of the Saxon." Frederic Taber Cooper reviews "The Golightlys, Father and Son"; "The Squire's Daughter," "The Good Girl," "The Sign," "A Man in the Open," "The Tom-Boy," and "The Principal Girl."

HOUGHTON MIFFLIN COMPANY have just added several titles to their fall list: Yoshio Markino's "When I Was Young," illustrated with a profusion of his characteristic sketches; Professor George H. Palmer's Ingersoll Lecture, to be delivered at Harvard this year, "Intimations of Immortality in the Sonnets of Shakespeare"; two addresses on "Charles Eliot Norton" originally delivered before the Archaeological Institute of America by Dr. Edward W. Emerson and William F. Harris; Miss Florence Converse's new novel "The Children of Light," dealing with the adventures and experiences of a group of interesting young people who undertook to solve in their various ways the great problem of social reform, and two new volumes of verse, "Villa Mirafiore" by Frederic Crowninshield and "Poems by Frederic and Mary Palmer."

IN the foreword to Captain W. C. Crutchley's good sailor's yarn, "My Life at Sea" (Brentano's), Lord Brassey tells something of the deserved popularity of that representative seaman. After years of service at sea, he says, Captain Crutchley passed from sail to steam. He filled important commands with distinguished success. He began his work as an empire builder while serving at sea. It was continued ashore for a period of many years in the capacity of Secretary of the Navy League. The book abounds in valuable hints on discipline at sea. The vessels commanded by Captain Crutchley were happy ships. It only remains to commend this volume as interesting reading to all who love the sea and admire the hardy breed of men who do business in great waters.

It is fitting that the movement to bring Gerhart Hauptmann's works to the notice of English speaking readers should be actively

furthered just at this time, for the great German writer's fiftieth birthday occurs this fall. His new book, "Atlantis," soon to be published by B. W. Huebsch, is devoted largely to American life. There is much in it that will appeal strongly to students of the occult. Social life among theatrical and artistic folk runs through it all. The authorized edition of Hauptmann's plays which B. W. Huebsch will also publish is being edited by Ludwig Lewisohn, well known for his poetry as well as for his valuable translations, and has the active cooperation of Hauptmann himself. Besides four complete dramas, the first volume will contain a biographical and critical introduction by Professor Lewisohn.

THE claim of the suffragettes that women have captured the field of popular fiction along with other fields in which they compete on equal terms with men is hardly substantiated by the year's record. An examination of the *Bookman's* list of the "six best sellers" for each month since January first shows that eighteen novels achieved this distinction of popularity. Of these, ten were written by men, eight by women. Thirteen out of the eighteen were the work of American authors; only five "came over from England." It was not so twenty years ago. Five of the eighteen were published by the Bobbs-Merrill Company: "He Comes Up Smiling," by Charles Sherman; "John Rawn," by Emerson Hough; "Fran," by John Breckenridge Ellis; "The Melting of Molly," by Maria Thompson Daviess; "The Just and the Unjust," by Vaughan Kester. No other American publisher got more than three books on the honor roll.

LOTHROP, LEE & SHEPARD Co. favor young people in their first autumn offerings. "Pansy" (Mrs. I. M. Alden) has written a story for every young couple thinking of marriage in "The Long Way Home," in which she warns young people not to rush in without proper training in self-control and unselfishness at least, into a partnership that may be so disastrous to the wrong characters. "John and Betty's Scotch History Visit," by Margaret Williamson, takes the young folks to "Bonnie Scotland," after stopping long enough on the explored English territory to see the coronation of George V. and Queen Mary, and there lets them enjoy beautiful scenery and romantic history in equal measure. "For Old Donchester," by Arthur Duffey, the undefeated, world's champion sprinter, is a fine school story of an American boy, and forms the second volume of the very promising *Donchester Series*.

ALTHOUGH sports and outdoor pursuits have greatest prominence on the lists of the Outing Publishing Co. fiction is represented by Stephen Chalmers' "Foot Loose and Free," Douglas English's "Tales of the Untamed" and Charles Alden Seltzer's "The Law Bringer." Three works of travel, E. J. Banfield's "My Tropic Isle," Hulbert Footner's "New Rivers of the North," and Charles Johnson Post's "Across the Andes" will be published in September and October. Among the

many works on sports and farming promised for the fall are: S. G. Camp's "Fishing With Floating Flies," Julian Dimock's "Outdoor Photography," Duncan and Thorne's "The Complete Wildfowler," F. H. Smith's "The Complete Yachtsman" and Dillon Wallace's "Packing and Portaging," L. G. Dodge's "Laying Out a Farm for Profit," B. T. Woodward's "Cattle Diseases" and H. W. Slocum's "Boat and Canoe Building."

A WRITER in the English *Bookseller* notes that, so far, 1912 has been a year of few or no books of outstanding importance. Unless the operation of the law of averages has been indefinitely suspended, the autumn ought certainly to have some good things in store, he adds. It would be difficult to recall another year that has produced so little distinguished work in any department of letters. One may search the records of the past six months almost wholly in vain for new books of any description that rise distinctly and convincingly above the level of superficial cleverness and fluent mediocrity. Not only has the "book of the year" still to make its appearance, but it has been comparatively seldom that anything has appeared which has been obviously worthy of preferential treatment by reviewers as the "book of the week." Nothing, however, is gained by croaking, and it may be that the autumn season will yet do something to restore the balance.

DAVID MCKAY's fall list is rich in books in all departments of literature. Among those already out are a book of quotations on "Music in Poetry and Prose," compiled, with erudition, taste and love, by Ada M. Ingpen, artistically bound in blue cloth, with embossed bust of Beethoven; a second edition of "Draughts Praxis; or, Modern Match Games," a practical guide to scientific checkers, by Frank Dunne; and two volumes of "McLaughlin's New Pronouncing Dictionary," one devoted to English-French and French-English, the other to English-Spanish and Spanish-English. There are also "Tee Shots and Others," a book on golfing in England, by Bernard Darwin; and "Our Boy Scouts in Camp," by Edwin J. Houston, a graduate of Princeton University, full of practical information for the rapidly growing army of boy scouts. McKay also is agent here for a *Miniature Series* of the Astolat Press, of London, which consists of little gems in flexible calf binding, covering all the classics of world repute.

ON August 24th, Henry Holt and Company issued seven books for general readers. "Bill the Minder," a notable juvenile, is both written and illustrated by W. Heath Robinson, who has conceived the idea of having Bill take most of the children of the world to ancient Troy, where they meet many of the heroes of child lore. The illustrations, said to be both beautiful and amusing, will probably appeal to old and young alike. Another book for the young, richly illustrated in color, will be John Buchan's "Sir Walter Raleigh." Beulah Marie Dix, is the author of "Betty-Bide-

at-Home," a story of a girl who gave up college to care for the home. Alice Calhoun Haines, contributes "Partners for Fair," a tale of the adventures of a poor boy and his dog among Mexican insurgents. Two contrasted bits of fiction, are Julie M. Lippmann's "Martha-by-the-Day," the story of a big-hearted Irish charwoman and her protégé, and R. E. Vernede's "The Flight of Faviel," a tale of an Englishman who intended to disappear for a month on a wager, but found it distinctly hard to get back. Duffield Osborne's fully illustrated volume on "Engraved Gems" is also promised for the same date.

FLEMING H. REVELL & Co. have the latest work of the late Mrs. Margaret Sangster, in which she has told of her younger days in Williamsburg, the well-known suburb of Brooklyn, under the name of "Eastover Parish." The story begins in the early fifties, when two ministers ruled the thoughts of the parish and taught their young people how to become useful citizens scattered through the States. Mrs. Sangster knows how to get hold of girls as Miss Alcott did, and it is to be regretted that her last work is done. In "The Penny Philanthropist," by Clara E. Laughlin, Peggy, a little Irish girl, confides her plan of doing something for others day by day. The scene is Chicago, and Peggy's work tells among her poorer fellow creatures, though she can spare but little from her meager newsstand profits. "Miss Bassett's Matrimony Bureau," by Winifred Arnold, is written in "Down-East" vernacular, and gives account of a dozen weddings brought about by Miss Bassett, who hit upon the plan to promote matrimony when she was laid up and had time to study how often Cupid needed intelligent helping in his struggles with adverse conditions.

FREDERICK A. STOKES & COMPANY desire to give publicity to the fact that "Richard Dehan's" novel, recently announced by another American publisher, is an unauthorized earlier work. Miss Clothilde Graves, the author, writes the publishers of her "Richard Dehan" novels: "It was written more than twenty years ago, when I was a young girl, and has no more merit than other literary works of immature and inexperienced writers, and 'Richard Dehan' has nothing to do with it. I have absolutely and from the first declined to permit the abuse of this name, my sole literary property, and I must ask you to protect me from those persons who have made unlicensed use of it." In reply to the announcement of Frederick A. Stokes' Company, Wycil & Company, the publishers of Miss Graves' earlier novel, say: "We are quite aware of the published opinion of Miss Graves as to the literary quality of her work, 'Maids in a Market Garden,' but feel with others that have read it that she is extremely modest about it, and fear that her present views are tinged with commercialism. There can be no doubt in the mind of the discriminating reader that the literary merit of this work is of the highest; it is a tale well told, showing a fine sense of humor, and well worthy of the pen

of 'Richard Dehan.'" Frederick A. Stokes Company also announce a new little "true story," "My Robin," by Frances Hodgson Burnett, beautifully written and made, and especially intended for holiday gift making.

VISITING BUYERS—NEW YORK CITY.

FOR THE WEEK ENDING AUGUST 28.

G. W. Hyde, of Claremont, N. H.
Mr. Frazier, representing Root D. G. Co., Terre Haute, Ind.
Mr. Winter, representing Smith & Winter, Lockhaven, Pa.
J. H. Willis, representing Miller & Paine, Lincoln, Neb.
D. A. Callahan, of Salt Lake City, Utah.
J. A. Nuswanger, representing Woodburn, Cone Co., Ltd., Franklin, Pa.
Charles A. Cook, representing Howard & Barber, Derby, Conn.
W. W. Anderson, of Anderson Bros. Co., Portsmouth, O.
N. Dreyfus, representing S. A. Goldsmith Co., New London, Conn.
J. D. Hellesgrave, representing Harrison & Dalley, Nyack, N. Y.
John Rownd, of J. M. Hartley & Son, Fairmont, W. Va.
W. B. Hutcherson, representing the Goldstein Migel Co., Waco, Texas.
Henry F. Kieser, representing Orkin Bros., Omaha, Neb.
Mr. Merriweather, representing Eastman Bros. & Bancroft, Portland, Me.
S. C. Musial, representing the Hawley Dry Goods Co., Bay City, Mich.
A. Freeman, representing Wolfson Bros., Jersey City, N. J.

BUSINESS NOTES.

MORRISTOWN, TENN.—E. E. Legon is preparing to open a first-class book and stationery store.

ROCKFORD, ILL.—The Wendell Stationery Store has been purchased by William K. Shirmmin, manager of the Waldo Book and Stationery Store, of the same place.

WASHINGTON, D. C.—The firm of William Ballantyne & Sons, after being in business for sixty years in one block, have moved to more convenient and commodious quarters at 1409 F Street.

PICK-UPS.

TIPS TO COLLECTORS.

AN old book store in West 23d Street, New York, shows a sign saying: "We do not guarantee it but greenbacks have often been found between the leaves of old books."

THE SHAKESPEAREAN UPLIFT.

"CAN you loan me four volumes of your Shakespeare?"

"Certainly. Which volumes do you wish?"

"It makes no particular difference. We're to play bridge to-night, and our card table isn't quite high enough."—Brains.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (qto: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); TL. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

A. L. A. catalog, 1904-1911; class list, 3,000 titles for a popular library; with notes and indexes; ed. by Elva L. Bascom. Chic., Am. Lib. Assn. Pub. Bd. 350 p. Q. \$1.50.

With a few exceptions includes no works earlier than 1904, the date of the original "A. L. A. catalog," and less than half a dozen 1912 works, which have been added where there existed no book of earlier date that was equally good. Contents: Address list of publishers; Authorities for notes; Class list; Children's books; Books in "A. L. A. catalog, 1904," now out of print; Books in "A. L. A. catalog, 1904," now issued in new editions; Subject index; To children's books; Author index.

Adams, Fk. Manning, and others. The Dry-goodsman's handy dictionary; a book of reference containing definitions and explanations of upwards of 2200 words, terms and expressions used in dry goods and general store work and connected industries; to which is appended many useful tables and a defined list of shoe and leather trade terms; intended for ready reference and constant use at counter and desk; comp. and ed. by F. M. Adams; shoe and leather terms by J. H. Bolton and Carl C. Irwin. St. Louis, Dry-goodsman. 78 p. 8°, vellum, \$1.50.

Alden, Mrs. Isabella Macdonald, ["Pansy," pseud.] The long way home; il. by Eliz. Withington. Bost., Lothrop, L. & S. c. 5+428 p. D. \$1.50.

Scene is California. Two very young people get married and spend a long time after in learning the discipline and sacrifice and unselfish devotion required to make each other happy.

Allen, Alfr. H: Allen's commercial organic analysis, a treatise on the properties, modes of assaying, and proximate analytical examination of the various organic chemicals and products employed in the arts, manufactures, medicine, etc.; with concise methods for the detection, and estimation of their impurities, adulterations, and products of decomposition. 4th ed., entirely rewritten. v. 4, Organic bases, vegetable alkaloids; ed. by W. A. Davis and S. S. Sadtler. Phil., Blakiston. 730 p. 8°, \$5 n.

American School of Correspondence, Chicago. Aviation and its future; instruction paper prepared by C: B. Hayward. Chic., Am. Sch. of Corr. c. 1+48 p. il. 8°, \$1.25.

Aeronautical motor; instruction paper prepared by C: B. Hayward. Chic., Am. Sch. of Corr. c. 1+66 p. il. 8°, 50 c.

Aeronautical practice; instruction paper prepared by C: B. Hayward. 2 pts. Chic., Am. Sch. of Corr. c. il. diagrs., 8°, \$1.

Dirigible balloons; instruction paper prepared by C: B. Hayward. Chic., Am. Sch. of Corr. c. 1+97+3 p. il. 8°, 50 c.

Theory of aviation; instruction paper prepared by C: B. Hayward. 2 pts. Chic., Am. Sch. of Corr. c. il. diagrs. 8°, \$1.

Types of aeroplanes; instruction paper prepared by C: B. Hayward. 2 pts. Chic., Am. Sch. of Corr. c. il. 8°, \$1.

American Type Founders Company. American specimen book of type styles; complete catalogue of printing machinery and printing supplies, 1912. [Jersey City.] N. J., American Type Founders Co. c. 16+17-1301 p. il. (partly col.) pls. Q. \$3.

Angeli, Arth. A new dictionary of the English and Spanish languages; rev. and corrected by J. McLaughlin. Phil., McKay. 11+700 p. D. \$1.50.

Arnold, J: Paul. Origin and history of beer and brewing; from prehistoric times to the beginning of brewing science and technology; a critical essay. Chic., Alumni Assn. of Wahl-Henius Inst. of Fermentology, [327 Fulton Ave.,] '11. 16+411 p. il. \$5.

Arnold, Winifred. Mis' Bassett's matrimony bureau. N. Y., Revell. c. 196 p. D. \$1 n.

"Mis' Bassett," in forced idleness after breaking her leg by falling over a mop-pail, conceived the idea of running her bureau. She tells of twelve couples launched on the sea of matrimony under her auspices. Her "down East" vernacular makes her original life philosophy irresistible.

Atwater, G: Parkin. The young crusaders; the story of a boys' camp. Akron, O., Parish Pub., '11. c. 5+304 p. il. pls. 12°, \$1.50.

Austen, Jane. Pride and prejudice; ed., with introd., etc., by K. M. Metcalfe. N. Y., Oxford Univ. 32+403 p. D. 60 c. n.

Austin, Mrs. Mary Hunter. A woman of genius. Garden City, N. Y., Doubleday. Page. c. 510 p. D. \$1.35 n.

With all the instincts of a whole-souled, loving, domestic woman, the woman of genius from her earliest youth in a tiny, common-place town feels within her a driving, sexless force she recognizes as a gift for tragic acting. She tells her story and makes the characters she meets real, and shows herself and them with all their warring idiosyncrasies. Marriage, what it is and what it might be and how at present it blocks individuality in woman is fearlessly studied. The scene shifts all through the large cities of the United States.

Bancroft, Hubert Howe. Retrospection, political and personal. N. Y., Bancroft Co., [156 5th Ave.] c. 10+562 p. por. 8°, \$2.

Barnes, Earl. Woman in modern society. N. Y., Huebsch. c. 257 p. D. \$1.25 n.

Presents careful analysis of the biological and historical conditions which have led to the present upheaval in woman's activities and examines the industrial, educational and domestic conditions. Au-

thor says: "From the point of view of this book, all the efforts to open the doors of opportunity, through which women can pass into the man's world, are but preparations for the beginning of a journey. The sooner all such doors are opened the better, for then a great source of dangerous sex antagonism will pass away, and the energy of reformers will be set free to work out the difficult problem of supplementary sex adjustments."

Baum, Lyman Fk. Sky Island; being the further exciting adventures of Trot and Cap'n Bill after their visit to the sea fairies; il. by J. R. Neill. Chic., Reilly & B. c. 288 p. O. \$1.25.

Everything takes place in the clouds, where most exciting adventures are to be met with.

Bosworth, G. F. East London N. Y., Putnam. 256 p. il. maps, 12°, (Cambridge county ser.) 45 c. n.

West London. N. Y., Putnam. 267+12 p. il. maps, 12°, (Cambridge county ser.) 45 c. n.

Boys' and girls' bookshelf; by Hamilton Wright Mabie, [and others.] 10 v. N. Y., Univ. Soc. c. il. pls. (partly col.) por. 8°, \$39.50.

Contents: v. 1, Fun and thought for little folk; v. 2, Children's book of work and play; v. 3, Famous tales and laughter stories; v. 4-5, Book of nature and outdoor life; v. 6, Book of wonders and curious things (with little tasks for girls); v. 7-8, Historic tales and golden deeds; v. 9, Bible stories and character-building; v. 10, Little journeys into bookland.

Brebner, Mary. The method of teaching modern languages in Germany. N. Y., Putnam. 71 p. 12°, 40 c. n.

Brown, M. W. Northamptonshire. N. Y., Putnam. 315+17 p. il. 12°, (Cambridge county ser.) 45 c. n.

Buchanan, J: Findlay, comp. The moulder's dictionary (foundry nomenclature); a concise guide to the facts, phrases and terms relating to foundry practice and foundryology; with notes on materials, appliances, etc.; 26 illustrations. N. Y., Spon & C. 8+225 p. tabs., 12°, \$1.25 n.

Burnet, Etienne. Microbes and toxins; with a preface by Elie Metchnikoff; tr. from the French by Dr. C: Broquet and W. M. Scott. N. Y., Putnam. 16+316 p. il. O. \$2.

Gives exact scientific account of the chief problems of bacteriology. Describes the effects of microbes in the world in general and in the human body. Chapters on laboratory methods of diagnosis, on the vaccines, the sera and the new drugs which are the first fruits of scientific chemical therapeutics. Author is connected with the Pasteur Institute of Paris.

Burton, Edn., D.D., and Myers, Rev. E: The new Psalter and its use. N. Y., Longmans. 12+258 p. D. (Westminster lib.) \$1.20 n.

On November 1, 1911, was published the "Divino Afflato," authoritatively imposing a new arrangement of the Psalter upon all who make use of the Roman Breviary, and announcing a reform of the Breviary and Missal. After January 1, 1913, the obligation of Canonical hours can only be fulfilled by making use of the new Psalter. But the new liturgy may be used at once by young priests beginning to say the Divine office.

Butler, H: Montagu, D.D. Lord Chatham as an orator; the Romanes lecture delivered in the Sheldonian theatre. May 22, 1912. N. Y., Oxford Univ. 40 p. O. pap., 70 c. n.

Caesar, Caius Julius. Caesar in Britain and Belgium; simplified text, with notes by J. H. Sleeman. N. Y., Putnam. 123 p. il. 16°, (Pitt Press ser.) 45 c. n.

Carlyle, T: Heroes and hero worship, and the heroic in history; ed. by G: Wherry. N. Y., Putnam, '11. c. 276 p. 16°, (Cambridge English literature.) 45 c. n.

Chambers, R. W. Widsith; a study in old English heroic legend. N. Y., Putnam. 263+9 p. 4°, \$3.50 n.

Clifton, E. A new dictionary of the French and English languages; the whole entirely remodelled and enlarged by J. McLaughlin. New rev. ed. Phil., McKay. 20+673 p. D. \$1.50.

Cole, W. H. Notes on permanent way material, platelaying points and crossings. 6th ed. N. Y., Spon & C. 200 p. il. pls. 12°, \$3 n.

Cory, C: Barney. The mammals of Illinois and Wisconsin. Chic., Field Museum of Nat. Hist. 2+505 p. (4 p. bibl.) il. maps, 8°, (Publications of the Field Museum of Natural History, Zoölogical ser.) pap., \$4.

Crane, Wa. R: Index of mining engineering. v. 2. N. Y., Wiley. c. 13+445 p. 8°, \$3 n.; leath., \$4 n.

Crowley, Jeremiah J. Romanism a menace to the nation (a new and original work); together with my former book "The parochial school, a curse to the church, a menace to the nation." Cin., [The Author.] c. 701 p. il. por. 8°, \$2.

Cushing, Luther Stearns. Gaines' new Cushing's manual of parliamentary law and practice. Bost., Thompson, Brown Co. c. 263 p. 16°, 75 c. n.

Darwin, Bernard. Tee shots and others; il. by E. W. Mitchell. Phil., McKay. 9+271 p. D. \$1.25.

A book for lovers of golf written by an enthusiastic English player. The beautiful English scenery and the players are described with spirit and the illustrations have the same humorous touch as the text.

Demosthenes. The public orations of Demosthenes; tr. by Arth. Wallace Pickard. Cambridge. In 2 v. N. Y., Oxford Univ. 264; 208 p. fold. map, D. \$2 n.

Dendy, Arth. Outlines of evolutionary biology. N. Y., Appleton. 14+454 p. il. O. \$3.50 n.

Written in untechnical language, giving a complete summary of the broad science of biology in the light of the most recent investigations and developments. The author first explains concisely the structure and functions of both plants and animals. Part II, deals with the evolution of sex; Part III, with variation and heredity; Part IV, with the theory and evidence of organic evolution; Part V, with factors of organic evolution. The illustrations are profuse, and the work is fully indexed. The book will be of great interest to the layman and of service to students of the world of life.

Descartes, René. Philosophical works rendered into English by E. S. Haldane and G. R. T. Ross. In 2 v. v. 1. N. Y., Putnam. 452 p. 8°, \$3.50 n.

- Ditchfield, Rev. P: Hampson.** Oxfordshire. N. Y., Putnam. 218 p. il. maps, 12°, (Cambridge county ser.) 45 c. n.
- Documents of Jewish sectaries; English tr. and notes by S. Schlechter.** In 2 v. v. 1. N. Y., Putnam. 50 p. 4°, \$3.25 n.
- Doremus, H. W.** Telegraphic combinations. [N. Y., Graham, Chisholm Co.] c. 100 p. f°, \$3.
- Dow, R: Sylvester.** What are the demands of the reform-agitator? Cambridge, Mass., Riverside Press. c. 2+83 p. 12°, 75 c.
- Du Bois, W: E: Burghardt, and Dill, A: Granville, eds.** The common school and the negro American; report of a social study made by Atlanta University under the patronage of the trustees of the John F. Slater fund; with the proceedings of the 16th annual Conference for the Study of the Negro Problems; held at Atlanta University, on Tuesday, May 30th, 1911. Atlanta, Ga., Atlanta Univ. Press, '11. 140 p. (3 p. bibl.) 8°, (Atlanta Univ. pubs.) 75 c.
- Duffey, Arth.** For old Donchester; or, Archie Hartley and his schoolmates; il. by J: Goss. Bost., Lothrop, L. & S. c. 350 p. D. (Donchester ser.) \$1.25.
Donchester stands for Worcester Academy. The undefeated world's champion sprinter tells of the struggles and victories of his first year. A practical argument for clean, healthy living put in a way to win boys.
- Dunne, Fk.** Draughts praxis or modern match games; a practical guide to scientific checkers; with many diagrams. 2d ed., rev. Phil., McKay. 8+259 p. O. \$2.
- Durham, Victor G., pseud.** The submarine boys and the smugglers; or, breaking up the New Jersey custom frauds. Phil., Altemus. c. 249 p. pls. 12°, 50 c.
- Du Toit, A. L.** Physical geography for South African schools. N. Y., Putnam. 254+10 p. il. 4°, \$1.40 n.
- Eastman, Sophie E.** In old South Hadley. Chic., Blakely Pr. c. 5+221 p. pls. pors. 4°, \$1.75.
- Eastman, Warren Fillmore.** The Eastman way; a guide to home-baking, health, economy and wealth. [5th ed.,] rev. and enl. [Dayton, O., United Brethren Pub.] c. 165 p. il. por. 8°, \$1.25.
- Edwardes, Tickner, and Haité, G: C:** Side-lights on nature in quill and crayon. N. Y., Dutton. 8+214 p. il. 12°, \$1 n.
- Farrell, J. H., and Moses, Alfr. Jos.** Practical field geology. N. Y., McGraw-Hill. 271 p. 16°, \$2.50 n.
- Fisher, Herb. Alb. Laurens.** The Republican tradition in Europe; the Lowell lectures for 1910. N. Y., Putnam, '11. c. 12+363 p. O. \$1.50 n.
Author is Fellow of New College, Oxford, and Fellow of the British Academy. Dedicated to the president of Harvard University, A. Lawrence Lowell. Supplies an outline of the course of Republican thought and action from the downfall of the Roman Empire to the present day.
- Florida (The) tropical cook book; ed. by the Aid Society of the First Presbyterian Church, Miami, Florida.** [Chic., E. F. Harman & Co.] c. 224 p. 8°, \$1.50.
- Ford, W: Ebenezer.** Manual of mineralogy. 13th ed., entirely rev. and rewritten. N. Y., Wiley. c. 8+460 p. figs. pls. 12°, \$2 n.
- Forman, S: Eagle.** Advanced civics; the spirit, the form, and the functions of the American government. N. Y., Century Co. c. 18+456 p. 12°, \$1.25.
- Freitag, Jos. Kendall.** Fire prevention and fire protection as applied to building construction; a handbook of theory and practice. N. Y., Wiley. c. 8+1038 p. figs. 16°, \$4 n.
- Futrelle, Jacques.** My lady's garter; il. by F. R. Gruger. Chic., Rand, McNally. c. 332 p. D. \$1.35 n.
For many years a lady's garter lay among the precious relics tucked away in an obscure corner of the British Museum. It had been presented to the Countess of Salisbury by Edward III. A year ago it was stolen, and the detective work undertaken to find it inspired Futrelle's imagination for his last story. It is dedicated to "the heroes of the 'Titanic'" by the wife of the writer, who lost his life in that ghastly wreck, while his wife was saved.
- Gatterer, Michael, and Krus, Fs.** Educating to purity; thoughts on sexual teaching and education proposed to clergymen, parents and other educators; author. tr. from the 3d German ed.; adapt. and supplemented with an extensive appendix by Rev. C. Van der Donckt. N. Y., Pustet. 318 p. 8°, \$1.25 n.
- Gillette, Halbert Powers.** Earthwork and its cost; with a chapter on ditching and trenching machinery by E. E. R. Tratman. 2d ed. N. Y., McGraw-Hill. 238 p. il. 8°, \$2 n.
- Goldfrap, J: H., ["Captain Wilbur Lawton," pseud.]** The boy aviators' flight for a fortune; il. by C: L. Wrenn. N. Y., Hurst. c. 299 p. pls. 12°, 50 c.
- Gordon, F:** Sammy Brown's treasure hunt; or, lost in the mountains. N. Y., Graham & Matlack. c. 125 p. pls. 8°, (Up and doing ser.) 40 c.
- Goulburn, E: Meyrick, D.D.** Primitive church teaching on the holy communion; being an appendix to the author's commentary on "The office of the holy communion." New ed. N. Y., Longmans. 14+86 p. D. (Westminster lib.) 65 c. n.
- Grau, Rob.** The stage in the twentieth century. v. 3; with reproductions of photos and other interesting originals. N. Y., Broadway Pub. c. 27+360 p. pls. pors. plans, facsim., 8°, \$5.

- Graves, Alfr. Perceval.** Welsh poetry old and new in English verse. N. Y., Longmans. 42+170 p. D. \$1.
- Greenley, H.** Model electric locomotives and their construction. N. Y., Spon & C., '11. il. pls. 12°, bds., 50 c. n.
- Haddon, Alfr. Cort.** The wanderings of peoples; with 5 maps. N. Y., Putnam, '11. 7+124 p. 16°, (Cambridge manuals of science and literature.) 40 c. n.
- Haggard, H: Rider.** Marie; an episode in the life of the late Allan Quatermain. N. Y., Longmans. c. 13+346 p. D. \$1.45.
Deals with African history in 1836, when hate and suspicion ran high between England and her Dutch subjects in Cape Colony. The massacre of the Boer General Relief at the hands of the Zulu king, Dingana, is buried in scarce works of reference from which Haggard takes his facts, which he mixes with the romance of Marie.
- Halifax, Rob.** The borderland. N. Y., Dutton. 6+336 p. 12°, \$1.35 n.
Low society. N. Y., Dutton. 6+328 p. 12°, \$1.35 n.
- Hall, Edn. Herb.** Elements of physics with laboratory work for students; the successor of Hall and Bergen's Text-book of physics. N. Y., Holt. c. 8+576 p. il. pors. diagrs., 12°, \$1.25.
- Hammond, Edith Cary.** Industrial drawings for girls; design principles applied to dress. N. Y., Redfield Bros. 103 p. il. pls. O. \$1.50.
- Harger, Wilson G., and Bonney, Edm. A.** Highway engineers' handbook. N. Y., McGraw-Hill. 493 p. il. tabs., diagrs., 16°, leath., \$3 n.
- Harrison, Jane Ellen.** Themis; a study of the social origins of Greek religion; with an excursus on the ritual forms preserved in Greek tragedy by Gilbert Murray and a chapter on the origin of the Olympic games by F. M. Cornford. N. Y., Putnam. 32+559 p. il. 8°, \$5 n.
- Harrison, Merton Echo.** Autobiography of Dan Patch, the world's champion harness horse. St. Paul, Minn., Webb Pub. c. 186 p. pls. 12°, 50 c.
- Harry, Jos. E:** Studies in Sophocles. Cin., Univ. of Cin. c. 46 p. O. (Univ. of Cin. studies.) pap., 50 c.
Author is professor of Greek, University of Cincinnati.
- Hart, Ja. E., and Porter, Ford D.** The secrets of saving freight money, reducing the selling price, increasing the profits. [Chic., Rogers & Hall. c. 48 p. 8°, \$1.
- Hayter, G. W.** Motor car mechanics for beginners; an A B C of automobile construction. N. Y., Spon & C. 61 p. il. 12°, 50 c. n.
- Herbermann, C: G.** Three quarters of a century in France, Italy and the United States. In 3 v. N. Y., U. S. Cath. Hist. Soc., [36 Barclay St.] c. 334 p. il. 8°, (U. S. Cath. Hist. Soc. monographs.) \$3 n.
- Hegel, Georg Wilhelm Friedrich.** Hegel's doctrine of formal logic; being a translation of the first section of the subjective logic; with introd. and notes by H. S. Macran. [N. Y., Oxford Univ.] 315 p. D. \$2.50 n.
- Henderson, L. F.** The ballad in literature. N. Y., Putnam. 128 p. 16°, (Cambridge manuals of science and literature.) 40 c. n.
- Hepple, Norman.** Lyrical forms in English. N. Y., Putnam. 272 p. 12°, \$1 n.
- Hides and skins from the animal's back to tannery door;** written by specialists and authorities in the several departments of the hide and skin industry. Chic., Shoe and Leather Weekly. c. 8+247 p. il. pls. 12°, \$5.
- Hine, C: Delano.** Letters from an old railway official to his son, a general manager. Series II. N. Y., McGraw-Hill. 232 p. 12°, \$2 n.
- Home University League.** American history and institutions; complete in four courses (five parts to each course); presented in 160 topics, each complete in itself, prepared by Fs. Newton Thorpe [and others]; courses conducted under the direction of the Home University League. 4 v. Phil., Home Univ. League, Inc., [1011 Chestnut St.] c. 8°, (Home University League Reading System.) ea., \$2.50 n., bxd.
- Hool, G: Alb.** Reinforced concrete construction. v. 1, Fundamental principles. N. Y., Spon & C. 260 p. figs. diagrs., 8°, \$2.50 n.
- Horace, [Quintus Horatius Flaccus.]** The odes of Horace; books 1-4 and the secular hymn: tr. into English verse by W. S. Morris. N. Y., Oxford Univ. 115 p. S. \$1.
- Houston, Edn. Ja.** Our boy scouts in camp; with col. front. and 4 half-tone illustrations. Phil., McKay. c. 330 p. D. \$1 n.
Author holds degree of Ph.D. from Princeton. He takes great interest in the "Boy Scout" movement. Full of action and educational information of a summer's camp under good leaders on a pretty river, removed from any large city. Twenty-one healthy characters made the camp jolly for five weeks.
- Industries (The)** of a great city, by the editorial staff of the Little Chronicle Company. Chic., Little Chronicle Co. c. 3-8+9-128 p. il. 4°, 75 c.
- Ingpen, Mrs. Ada de la Mare, ed.** Music in poetry and prose. Phil., McKay. 15+354 p. D. \$1.25 n.
Quotations on music classified under nineteen headings: Pan's pipes; Nature's voices; Echoes; Pipe and lute; The food of love; Fiddle-strings; Music in Italy; Harp and organ; In praise of music; Piano music; Some music makers; Mr. Pepys on music; Street harmonies; A vocal chorus; Dr. Johnson on music; Concerts and opera; St. Cecilia; Music the consoler; A discord.
- Johns, Rev. Claude Hermann Wa.** Ancient Assyria. N. Y., Putnam. 175 p. 16°, (Cambridge manuals of science and literature.) 40 c. n.

- Kipling, Rudyard.** The Kipling reader for elementary grades. N. Y., Appleton, '93-'12. c. 157 p. D. 40 c. n.
- Klarmann, Rev. And. F.** The fool of God; a historical novel. N. Y., Pustet. c. 533 p. por. 8°, \$1.50.
Nizra, the flower of the Parsa; a historical novel. N. Y., Pustet. 8+312 p. 8°, \$1 n.
- Lacy, Mary E.** With Dante in modern France. N. Y., Dutton. 14+252 p. il. 12°, \$1.60 n.
- Lamb, C.** A few of the essays of Elia. Phil., McKay. 160 p. Ff. (Astolat Press Miniature ser.) leath., 50 c.
This dainty little series is clearly printed, bound in fine flexible velvet calf, full gilt. Suitable for gifts on all occasions.
- Lancaster, R. A., jr.** Historic houses and homes of Virginia. Richmond, Va., Bell Book and Stationery Co. 450 p. il. 8°, \$7.50 n.
- Lang, And.** History of English literature from "Beowulf" to Swinburne. N. Y., Longmans. 21+689 p. D. \$1.75 n.
Selection has been necessary, and in philosophy and theology few names appear. The late author aimed to arouse a living interest in the books of the past and to induce the reader to read them and not read about them. List of authors handled covers 11 pages. A vast amount of information is condensed into smallest compass. The most celebrated Americans find mention in this English literature, in chapters dealing with the 19th century.
- Laughlin, Clara Eliz.** The penny philanthropist; a story that could be true. N. Y., Revell. c. 217 p. front. D. \$1 n.
All around Chicago's Haymarket live men and women to whom there are no unknown depths of degradation. In one corner of it Peggy kept a "news imporium." She was eighteen, four feet ten and weighed eighty-odd pounds. But she had a big, warm, Irish heart, and every day set aside one of her hard-earned pennies for philanthropy. A story of simple altruism benefiting most unpromising characters.
- Leechman, D.** Systems of electric ignition for motor cars. 2d ed. N. Y., Spon & C. 185 p. il. 12°, 75 c. n.
- Lefebure, Ernest.** Les points de France; tr. by Marg. Taylor Johnston. [Cambridge, Mass., Riverside Press.] c. various paging, pls. pors. 4°, \$1.50.
- Levy, Donald.** Modern copper smelting. Phil., Lippincott. 260 p. il. 8°, \$3.50 n.
- Little journeys into bookland,** prepared by the editorial boards of the University Society and the After School Club of America; assisted by the following special editors and contributors: J: Burroughs, and many others. 2 v. N. Y., University Soc. c. il. pors. col. pl. 8°, ea., \$1.75.
- McCabe, D: Aloysius.** The standard rate in American trade unions. Balt., Johns Hopkins Press. c. 7+9-251 p. 8°, (Studies in historical and political science.) \$1.50; pap., \$1.25.
- Madison, Ja.** Madison's famous original letter against nullification, 1832. N. Y., G. D. Smith, [48 Wall St.] c. 5 p. 4°, pap., \$3.
- Maine Automobile Association.** Maine automobile road book. Portland, Me., Maine Automobile Assn. c. 48 p. il. fold. map, 12°, 50 c.
- Marucchi, Orazio.** Christian epigraphy, an elementary treatise; with a collection of ancient Christian inscriptions, mainly of Roman origin; tr. by J: Armine Willis. N. Y., Putnam. 12+460 p. fold. pls. 16°, \$3 n.
- Merriman, Mansfield.** Strength of materials; a text book for secondary technical schools. 6th ed., rev. and enlarged. N. Y., Wiley. c. 6+169 p. il. 12°, \$1 n.
- Mims, Stewart L.** Colbert's West India policy. New Haven, Ct., Yale Univ. Press. c. 14+385 p. O. (Yale historical studies, v. 1.) \$2 n.
Based largely on the author's first-hand investigation of manuscript material which he found in various archives in France, the work throws much light on the little-known commercial history of the French West Indies. The history of the French West India Company is authentically told. Jean Baptiste Colbert ruled the fortunes of the West Indies under Louis xv. Work covers events from 1626 to 1674.
- Montaigne, Michel Eyquem de.** Essays; a selection. Phil., McKay. 120 p. Ff. leath., 50 c.
- Montmorency, J. E. G. de.** State intervention in English education; a short history from the earliest times down to 1833. N. Y., Putnam. 366 p. 12°, \$1.50 n.
- Moore, T:** Irish melodies. Phil., McKay. 95 p. Ff. leath., 50 c.
- Mordell, Alb.** The shifting of literary values. Phil., The International. c. 2+3-84 p. 8°, \$1.
- Morley, Arth.** Theory of structures; with 320 diagrs. and numerous examples. N. Y., Longmans. 11+574 p. O. \$2.50 n.
Author is professor of mechanical engineering in University College, Nottingham, England. Sets forth the theory of simpler structures so long as it relates to strength, stiffness and stability. Considerable matter is taken from the author's earlier book, "Strength of materials," as the subject is largely based on statics and the static properties of material.
- Morrill, Milo True.** A history of the Christian denomination in America, 1794-1911 A.D. Dayton, O., Christian Pub. Assn. c. 407 p. por. pls. fold. chart. 8°, \$1.50.
- Morse, Sidney.** The siege of University City, the Dreyfus case of America. University City, St. Louis, University City Pub. c. 12+21-772 p. pls. pors. plans, facsim., 8°, \$3.75.
- Motor cycles and how to manage them.** 14th ed. N. Y., Spon & C. 200 p. il. 12°, bds., 50 c. n.
- Montel, Alfredo.** Building structures in earthquake countries. Phil., Lippincott. 128 p. il. pl. 4°, \$3 n.
- Nelson, W:** Some New Jersey printers and printing in the eighteenth century. Worcester, Mass., Am. Antiquarian Soc., '11. 44 p. 12°.

Nichols, Louise M. History of art outlines. v. 1, Ancient art. Hartford, Ct., Burr Index Co. c. obl. 12°, \$2.

Norris, Percival Chandler. The fundamental principles of Latin. 5 pts. [Princeton, N. J.,] Princeton Univ. Press, '11. c. 8°, \$1.

O'Connor, Rob. Fs. His grey eminence, the true "Friar Joseph" of Bulwer Lytton's "Richelieu"; a historical study of the Capuchin, Père Joseph François Le Clerc du Tremblay. Phil., Dolphin Press. c. 4+112 p. por. 8°, \$1.

Official (The) hotel red book and directory of the United States, Canada, Mexico, Cuba, Hawaii, West Indies and European cities. 1912 ed. N. Y., Official Hotel Red Bk. Co. and Directory, [103 Park Ave.] c. 800 p. il. \$3.

O'Reilly, Jos. J: E: The postal service. 5th ed. N. Y., Chief Pub. c. 196 p. por. 16°, 75 c.

Paine, Ralph Delahaye. Campus days; il. by Herb. Bohnert. N. Y., Scribner. c. 356 p. D. (College ser.) \$1.50.

College stories. *Contents:* Pliny Johnson, prodigy; The greater game; With the best intentions; His class reunion; Training episode; House divided; Pig with the twisted tale; Peter Burnham, débutant; His mother's doughnuts; Big loafer; Grand challenge cup.

The dragon and the cross; il. by G. Varian. N. Y., Scribner. c. 241 p. D. \$1.25. Tells how the son of an American missionary in China taught some Chinese boys foot-ball, and how the knowledge helped in one of the native risings against foreigners.

Patchin, Fk. Glines. The pony rider boys in the Grand Canyon; or, the mystery of Bright Angel Gulch. Phil., Altemus Co. c. 252 p. pls. 12°, (Pony rider boys ser.) 50 c.

Patterson, J. G. A Zola dictionary; the characters of the Rougon-Macquart novels of Emile Zola; with a biographical and critical introduction. N. Y., Dutton. 40+232 p. map, 8°, \$3 n.

Peck, Harry Thurston, ed. The standard illustrated book of facts; a comprehensive survey of the world's knowledge and progress; with an historical, scientific, statistical, geographical and literary appendix. N. Y., Syndicate Pub. c. 4+1150 p. pls. (partly col.) maps, 12°, \$4.

Pepper, J: H., and Mastin, J: The boy's play book of science. N. Y., Dutton. c. 8+680 p. il. 8°, \$2.50 n.

Pohle, Jos. God, the author of nature and the supernatural (De Deo creante et elevante); a dogmatic treatise; author. English version, based on the 5th German ed.; with some abridgment and many additional references by Arth. Preuss. St. Louis, B. Herder. c. 2+3-5+365 p. 12°, \$1.75.

Publishers' (The) trade list annual, 1912. 40th year. N. Y., Publishers' Weekly. various paging. Q. \$2.50 n. Price changed from \$2.

Publishers' Weekly (The). American educational list, 1912. [N. Y., Publishers' Weekly.] 162 p. O. leatherette, 50 c. n.

Quinlan, M. A. Poetic justice in the drama; the history of an ethical principle in literary criticism. Notre Dame, Ind., Univ. Press. c. 6+236 p. O. \$1.

Poetic justice in the drama as a problem study presents the solution of two difficulties, one concerning the Greek origin of the doctrine of rewards and punishments in dramatic art, the other concerning the English basis of the same doctrine. Leading sources of literary criticism from Plato to Addison are examined and a study made of general attitude of literary critics towards the doctrine of poetic justice since Addison. Index.

Record, S: J. Identification of the economic woods of the United States; including a discussion of the structural and physical qualities of wood. N. Y., Wiley. c. 7+117 p. il. pls. 8°, \$1.25 n.

Richter, Ernst Friedrich Eduard. Manual of harmony; a practical guide to its study, prepared especially for the Conservatory of Music at Leipzig; ed. by Alfr. Richter; tr. from the 25th German ed. by Thdr. Baker. N. Y., G. Schirmer. c. 7+236 p. 8°, \$2.

Rigdon, Jonathan. Grammar essentials for the high school. N. Y., Hinds, Noble & Eldredge. c. 202 p. 12°, (Rigdon's grammar and language course.) 75 c.

Robinson, Jos. Armitage. The abbot's house at Westminster. N. Y., Putnam, '11. 10+84 p. plan, fold. plans (col.) 4°, (Notes and documents relating to Westminster Abbey.) \$1.50 n.

Ro-he, Rev. W. The house and table of God; a book for his children, young and old; with 24 il. from drawings by T. Baines. N. Y., Longmans. 8+149 p. D. \$1 n.

A Jesuit priest explains that the House of God is the Catholic Church, the table of God the Lord's supper as spread in that church. He points out that a holy, unselfish life of active goodness in the world is a necessary outcome of an active faith in these fundamental essentials of creed.

Rouse, W: Lee. The Rouse pro rata insurance premium and interest tables with time table for computing the number of days from any date to any date within a year. Denver, Colo., W. H. Kistler Stationery Co. c. 10+74 p. 4°, \$2.50.

Rubinstein, Abraham. Plane geometry. N. Y., Hinds, Noble & Eldredge. c. 5+200 p. diagrs., 12°, \$1.

Ruin (The) of a princess; as told by the Duchesse d'Angoulême, Madame Elizabeth, sister of Louis XVI., and Cléry, the king's valet de chambre; literally tr. by Katharine Prescott Wormeley; il. with photogravures from original paintings. [New ed.] N. Y., Lamb Pub. c. 7+329 p. O. \$3 n.

New and cheaper edition of this book, which first appeared in elaborate and expensive make-up some twelve years ago.

Ruskin, J: Sesame and lilies; two lectures; ed., with introd. and notes, by G. G. Wiskard. N. Y., Oxford Univ. 26+159 p. S. 60 c. n.

Russell, T: Herb., ed. Our little men and women; modern methods of character building; a manual of work and recreation in which many valuable lessons are taught that prepare boys and girls for future usefulness; boy scout stories, by Marshall Everett [*pseud.*]; il. with photographs taken from life. [Chic., Homewood Press.] c. 352 p. 8°, \$1.75.

Sampson, G: Nineteenth century essays; ed., with notes. N. Y., Putnam. 227 p. 12°, 65 c. n.

Sandys, J: Edn. A companion to Latin studies; ed. for the syndics of the Cambridge University Press. N. Y., Putnam. 891+35 p. il. maps, \$6 n.

Sangster, Mrs. Marg. Eliz. Munson. Eastover parish; a tale of yesterday. N. Y., Revell. 224 p. por. D. \$1 n.

Begins in the pretty village of Eastover, which is really Williamsburg, a part of Brooklyn, Greater New York, where the late author spent her girlhood. In 1852 there were two churches in Eastover, and their pastors taught their flocks for three generations how to be noble, useful men and women. Shows how from such villages have come all the best, strongest, unconquerable citizens of our great country.

Schopenhauer, Arth. Selections from Schopenhauer; with an introd. by R. Dimsdale Stocker. Phil., McKay. 77 p. Ff. leath., 50 c.

Scott, W. R. Joint-stock companies, to 1720. In 3 v. N. Y., Putnam. 8°, ea., \$6 n.

Scott, Sir Wa. Scott's Quentin Durward; ed. by T: H. Briggs. N. Y., Holt. c. 30+520 p. il. por. map, pls. 16°, (English readings for schools.) 45 c.

Sedgwick, Arth. G: The democratic mistake; Godkin lectures of 1909 delivered at Harvard University. N. Y., Scribner. c. 217 p. D. \$1 n.

Author shows that the cardinal democratic mistake of our political history has been attempt to secure responsibility in public officials by popular election at short intervals. *Contents:* Government by design; Responsibility; Democratic mistake; Patronage and the machine; Limitations; The suffrage.

Seely, Wa. Civil service instruction for engineering inspectors; ed. by F: Seely. 3 v. N. Y., Civil Service Chronicle. 36; 32; 24 p. 8°, v. 1, 2, ea., \$1; v. 3. 75 c.

Shakespeare, W: Richard the Second; ed., with introd. and appendixes, by H: Newbolt. N. Y., Oxford Univ. 52+172 p. front. S. (Select plays of Shakespeare.) 50 c.

Shelley, Percy Bysshe. The cloud; with photographs by Alvin Langdon Coburn. Los Angeles, Cal., C. C. Parker. f°. \$25. (60 copies.)

Slaught, Herb. Ellsworth, and Lennes, Nels Johann. First principles of algebra; complete course. Bost., Allyn & Bacon. c. 10+481 p. diags. 12°, \$1.20.

Smith, Fs. Hopkinson. The arm-chair at the inn; with il. by A. J. Keller. Herb. Ward, and the author. N. Y., Scribner. c. 8+357 p. D. \$1.30 n.

Short stories of love and adventure. *Contents:* The Marmouset; Wood fire and its friends; With

special reference to a certain colony of penguins; Arrival of a lady of quality; In which the difference between a cannibal and a freebooter is clearly set forth; Proving that the course of true love never did run smooth; In which our landlord becomes both entertaining and instructive; In which we entertain a jailbird; Why Mignon went to market; A woman's way; Apple-blossoms and white muslin, etc.

Smith, Stephen. The city that was. N. Y., F. Allaben, '11. c. 211 p. il. plans, 12°, \$1.25.

Contents: A blind metropolis and her dying children; A great awakening in England; The awakening in America; New York, the unclean; Victory; The legal work of Dorman Bridgeman Eaton; The occult power of filth; A closing word.

Suffern & Son, New York. Railroad operating costs arranged to include the operations of 1911; a continuation of studies in operating costs of the leading American railroads. v. 2. N. Y., Suffern & Son. c. 144 p. figs. fold. tab., Q. \$2.

Tolstoi, Leo Nikolaievitch, Count. Gleanings from Tolstoy; selected by H. Cecil Palmer. Phil., McKay. 80 p. Ff. leath., 50 c.

Ungoed, G. T. First German book on the direct method. N. Y., Putnam. 177 p. 12°, 80 c. n.

Urlin, Ethel L. Dancing, ancient and modern. N. Y., Appleton. 16+182 p. il. D. \$1.50 n.

Among the topics discussed are primitive dances, such as the snake dance and animal dances of the Algonquin Indians, the sun dance and the history of the cake-walk; Egyptian, Greek, Hebrew dancing, mediaeval sacred dances, the origin of the Christmas carol, religious dances, dancing dervishes, Spanish, Italian, Japanese, Chinese and Hindu dancing, dances of the far East and the North, military dances, English country dances, the ballet, modern dancing, and the revival of antique dancing in modern times. The reproductions of famous paintings, etc., in photogravure, color and half-tone, are a valuable addition to the book, and make a complete pictorial record of this popular art.

Venable, Emerson. The Hamlet problem and its solution. Cin., Stewart & Kidd. c. 102 p. D. \$1 n.

Author's solution is that in Hamlet, Shakespeare instead of showing the effect of "a great deed laid upon a soul unequal to the performance of it," has shown a limited deed of questionable expediency when considered in its absolute and eternal bearings, laid upon a soul too great for its performance as an unrelated obligation of mere personal revenge.

Virginia. State Library, Richmond. Dept. of Archives and History. List of the Revolutionary soldiers of Virginia; special report of the Department of Archives and History for 1911. Richmond, Va., D. Bottom. 488 p. 8°, \$2.50.

Walpole, Hugh. The prelude to adventure. N. Y., Century. 8+309 p. D. \$1.20 n.

By author of "The gods and Mr. Perrin." Story of English college life. Dune, a quiet, reserved man, kills a fellow-student, not for personal reasons, but because he thinks in a sudden burst of passion that the fellow is not fit to live. He goes back to his daily routine, and in time comes to love the sister of another fellow-student, the one man who suspects him of the murder. How Dune comes to realize that his act has put him out of touch with human society and that he must pay his debt to God and man before he can be happy with the girl he loves, the girl's part in Dune's expiation, make a striking story.

Walton, Edg. Harris. The inner history of the national convention of South Africa; together with a memorandum by Gys. R.

Hofmyer. N. Y., Longmans. 346+55 p. O. (Westminster lib.) \$3.75 n.

The Act of Union, passed in 1909, owes its existence to the committee work here given in detail. Mr. Hofmyer was clerk to the House of Assembly of the Union and one of the secretaries to the convention. His report is printed as an appendix to the book. He was asked to comment on the impartiality of the record.

Werner-Spanhoofd, Arnold. Elementarbuch der deutschen sprache. Bost., Heath. c. 15+287 p. D. (Heath's modern language ser.) \$1.

Author is director of modern language instruction in the high schools of Washington, D. C.

Willard, Constance Beatrice, and Cobbe, Rosser W. The American library atlas of the world; containing about 100 maps, specially drawn and engraved for this work, from the latest federal, state and transportation surveys; over 100,000 indexed place names, with their populations, and much valuable statistical information; making a complete compendium of geography, all fully indexed. Chic., Geographical Pub., '11. c. 176 p. il. col. maps, diagrs., f°, \$3.

Williams, C. Fs. Abdy. The Aristoxenian theory of musical rhythm. N. Y., Putnam, '11. 16+191 p. 8°, \$4 n.

Williamson, Marg. John and Betty's Scotch history visit; il. from photographs. Bost., Lothrop, L. & S. c. 306 p. O. \$1.25.

After their "English history visit" John and Betty see Scotland under the same guidance. They stop in London to see the coronation of George V. and Queen Mary, which the author describes from personal observation. Then they strike "Bonny Scotland" and revel in its natural beauty and romantic history.

Willoughby, L. A. Dante Gabriel Rossetti and German literature; a public lecture delivered in Hilary term, 1912, at the Taylor Institution, Oxford. N. Y., Oxford Univ. 32 p. O. pap., 40 c. n.

Wilson, A. E. Outlines of German grammar. N. Y., Oxford Univ. 64 p. D. 40 c. n.

Author is senior German master at Winchester College, England.

Wilson, H. Silverwork and jewelry; a text book for students and workers in metal; with diagrs. by the author and other illustrations. 2d ed., done in collaboration with Prof. Unno Besei. N. Y., Appleton. 496 p. D. (Artistic crafts ser.) \$2 n.

First noticed Feb. 14, 1903. The additions made are special chapters, based on demonstrations by professors in the Imperial Fine Art College of Tokio, Japan, giving the traditional methods of casting, damascening, incrustation, inlaying, engraving and metal coloring still practiced in Japan, with further chapters on Niello, on the making of boxes and card cases, and a chapter on Egyptian and Oriental methods of work.

Wislizenus, F. Adolf, M.D. A journey to the Rocky Mountains in the year 1839; tr. from the German, with a sketch of the author's life, by F. A. Wislizenus. St. Louis, Hist. Soc. 162 p. por. map, O. \$2.50.

Author was born in Germany in 1810. Came to America in 1835, having fled from his native country for political reasons. He practiced medicine in St. Louis for over thirty years, dying in 1889. Book records a trip he made to the Rocky Mountains in 1839, when travel was very difficult in that region.

Workman, Rev. Herb. Brook. Methodism. N. Y., Putnam. 132 p. 16°, (Cambridge manuals of science and literature.) 40 c. n.

BOOK TRADE EXPORTS AND IMPORTS FOR MARCH, 1912.

A summary statement of the value of the imports and exports of paper and of books and other printed matter of the United States for March, 1912, and for the nine months ending the same, compared with the corresponding periods of 1911.

Imports and Exports of Printing Paper.

Quantities and Values of Paper of Domestic Manufacture Exported from the United States.

	March				9 months ending March			
	1911		1912		1911		1912	
	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values
PRINTING PAPER—								
NEWS PRINT.....lbs	7,304,856	\$185,195	9,673,374	\$246,306	73,571,764	\$1,807,772	78,388,142	\$1,896,798
Exported to—								
United Kingdom.....	739,099	19,962	811,901	21,248	23,041,197	563,568	9,692,285	228,624
Canada.....	392,051	11,104	1,082,022	22,833	4,248,466	100,093	6,309,106	134,446
Mexico.....	323,736	10,387	185,889	4,809	1,474,722	44,632	975,395	23,259
Cuba.....	499,771	11,524	836,544	18,662	3,680,767	89,151	5,145,873	119,291
Argentina.....	3,237,177	78,594	2,634,256	65,213	15,788,217	364,710	22,801,953	555,253
Chile.....	656,308	15,279	199,712	5,086	8,376,768	201,912	2,994,485	73,679
Australia and Tasmania.....			3,186,280	91,047			25,188,029	632,954
Other countries.....	1,456,714	38,345	736,770	17,408	16,961,627	443,706	5,281,016	129,292
All other.....lbs.	2,685,329	127,935	1,742,147	94,659	19,443,248	896,904	17,757,152	911,390
Total printing paper...lbs.	9,990,185	313,130	11,415,521	340,965	93,015,012	2,704,676	96,145,294	2,808,188

The Publishers' Weekly

Subscription Rates

One year, postage prepaid in the United States, \$4.00; foreign, \$5.00.

Single copies, 10 cents. Educational Number, in leatherette, 50 cents; Christmas Bookshelf, 25 cents.

Advertising Rates

One page.....	\$25 00
Half page.....	14 00
Quarter page.....	7 00
Eighth page.....	4 00
One-sixteenth page.....	2 00

The above rates are for unspecified positions. Special rates for preferred position (full pages only).

Higher rates are charged for the Summer Reading, Educational Number and Christmas Bookshelf, and for the monthly Book Review supplement sections.

Advertising copy should reach us Tuesday noon—earlier, if proof is desired out-of-town. Forms close Thursday noon.

Under the heading "BOOKS WANTED" booktrade subscribers, under their own names, are given five nonpareil lines (exclusive of address) free advertisement for specific books out of print in any issue except special numbers, but not exceeding 100 lines a year. If over five lines are sent the excess is at 10 cents a line. Books not out of print, unspecified wants, repeated matter, and all advertisements from nonsubscribers cost 10 cents a line. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY, does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privilege of advertising should occasion arise, booksellers should take usual precautions in extending credit.

"Books Wanted" must be designated by actual title, not by "any."

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "BOOKS FOR SALE" or for other small undisplayed advertisements, the charge is 10 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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CLASSIFIED ADVERTISING

One line, \$5; two, \$8; three, \$12; four, \$15 a year.

BOOK MANUFACTURING

COMPLETE BOOK MANUFACTURING

Braunworth & Co., 16 Nassau St., Brooklyn, N. Y.
Near Brooklyn Bridge

Composition, electrotyping, printing and bookbinding.
Large and complete facilities for book making
Write for representative to call
Consultation invited.

Barr Printing House, Frankfort and Jacob Sts.,
New York. Complete facilities for composition,
electrotyping, presswork and binding.

The De Vinne Press, 395 Lafayette St., New York.
Fine Book Work, Illustrated and Plain.
Privately Printed and Limited Editions.
Magazines and Catalogues of All Descriptions
Electrotyping, Cloth and Pamphlet Binding.

Isaac Goldmann Co., 200-204 William Street, New
York. Up-to-date Equipment for printing of every
description. Composition in all Modern Languages.
Presswork on Rotary, Cylinder and Harris Presses

The Trow Press, 201-213 E. 12th St., New York.
Modern machinery and large facilities for complete
manufacturing of books and magazines. Composition,
electrotyping, presswork and binding all under one
roof. Also fine color work and high grade catalogs.

COMPOSITION AND PRESSWORK

The Rockwell & Churchill Press, 291-293 Con-
gress St., Boston. Book Composition, Electro., and
Presswork. High grade work; prompt service.

Scientific Press, 135-137 Johnson St., Brooklyn, N. Y.
Music Books; High grade mathematical book work;
Linotype and Monotype composition. Plate altera-
tions a specialty.

J. B. Lyon Company, Albany. Law and subscrip-
tion book makers. General printers. Twenty-five
composing machines, forty presses. Complete elec-
trotype and stereotype foundries and binderies

The Merrymount Press. D. B. Updike, 232 Summer
St., Boston, undertakes all classes of printing which
demand fine types, good press work, accurate proof-
reading and tasteful typographic treatment.

The Norwood Press, Norwood, Mass.
J. S. CUSHING Co. Composition and Electro.
BRERICK & SMITH Co., Presswork.
R. FLEMING & Co., Binding.
New York Office: N. J. SMITH, 32 Union Square.

The Plimpton Press, Norwood, Mass., New York
Office, 70 Fifth Ave. All kinds of Book Printing
Binding in Cloth and Fine Leather. "Perfect Book-
making in its Entirety."

William G. Hewitt, 61-67 Navy St., Brooklyn, N. Y.
Manufacturer of books, catalogs and magazines at the
best competitive prices. Composition, electrotyping,
stereotyping, presswork and pamphlet binding

Write to L. H. Jenkins, Richmond, Va., for the
manufacture of books, composition, printing or bind-
ing. Large plant devoted exclusively to edition work.
Work for publishers a specialty. Right prices.

The Knickerbocker Press, New Rochelle and 2
West 45th Street, New York (G. P. Putnam's Sons).
Extensive and up-to-date facilities for every descrip-
tion of printing, binding and general book-manufac-
turing.

Stanhope Press, F. H. Gilson Company, 54-60 Stan-
hope St. Boston. Music Books, Mathematical Books
Composition, Electrotyping, Printing and Binding

COMPOSITION AND PRESSWORK—Continued

C. E. Simonds & Co., 297 Congress St., Boston. Book Composition, Linotype, Monotype. Flat-bed and Perfecting Presswork. Large facilities.

CLOTH AND LEATHER BINDING

The American Book Bindery, Office, 265 Cherry St., New York. Editions bound in cloth and leather. Capacity, 20,000 books daily. Prompt and reliable.

Braunworth & Co., 16 Nassau St., Brooklyn, N. Y. Near Brooklyn Bridge. Cloth and Leather Binding in all branches. Careful attention to detail. Special methods for promptly handling large editions. Write and our representative will call.

The Butler Ward Company, 497 Pearl St., near Centre St., New York. Cloth and leather edition work.

Thomas Y. Crowell Co., 426-428 West Broadway New York. Edition binding of all kinds.

Grady Bookbinding Co., 132-142 W. 27th St., New York. Equipped for large runs on time.

Eugene C. Lewis Company, 214-218 William St., New York. Cloth, Leather, Edition and Catalog Binding. Also high-class pamphlet work.

George McKibbin & Son, Leather and Cloth Edition Binding; also Flexible Work. 78-80 Walker St. (near Broadway), New York.

Pfister Book Binding Co., 141-145 East 25th St., New York. Cloth and leather edition work, and job book binding.

J. F. Tapley Co., 531-535 West 37th St., New York. Complete Edition bindery for cloth and leather work. No order too large or too complicated for us—"Taplex" Bindings.

The Trow Press, 201-213 E. 12th St., New York. Unexcelled facilities for large editions of cloth, leather and pamphlet binding. All under one roof.

H. Wolff, 518-534 W. 26th Street, New York. Bindery completely equipped for edition work in cloth, half leather, and full leather. Capacity, 100,000 books per week.

EXTRA BINDING FOR THE TRADE

Henry Blackwell, 10th Street and University Place, New York. Plain and artistic Bookbinding, in all varieties of leather, singly or in quantities

Ernst Hertzberg & Sons, 64 West Randolph St., Chicago. Hand-made books. Best equipped bindery in country. Newest designs, restoring, inlaying, etc. Prices reasonable. Gold medal, St. Louis, 1904.

The Knickerbocker Press, New Rochelle and 2 West 45th Street, New York (G. P. Putnam's Sons). Highest grades of extra binding in Levant, Morocco, and Calif.

James Macdonald, 132 West 27th St., New York. Established 1880. Leather art binding for sets or single vols. Inlaying, mending, cleaning a specialty.

Stikeman & Co., 110-114 West 32d St., New York. All styles of binding in leather, single volumes or in quantities. Mending, inlaying, etc. Cases for rare editions.

The Trow Press, 201-213 E. 12th St., New York. A large staff of expert and experienced craftsmen who have an artistic sense as well as mechanical ability. No better extra binding is produced than is done here.

BOOKBINDERS' CLOTHS

Becker Supply Co., 24-26 East 13th St., New York. Importers and dealers of fine extra cloth and selling agents for the New Crown Bindings.

Fab-rik-o-na Mills, Bloomfield, New Jersey. Manufacturers of Wiboco Book Cloths. Sample books furnished on request. H. B. Wiggin's Sons Co.

The Holliston Mills, of Norwood, Mass., manufacturers of fine book cloths in all styles, colors, and patterns. New York office, No. 67 Fifth Avenue. Sample books furnished.

PAPER MANUFACTURERS.

The Wanaque River Paper Co., 290 Broadway, New York City. Manufacturers of Supatone, also Super and M. F. Book Papers.

DIE CUTTERS AND ENGRAVERS

Becker Bros. Engraving Co., 26 East 13th St., New York. Fully equipped for artistic designing and die cutting. Established 1880.

HALF-TONE and OTHER PLATES

The Hagopian Photo-Engraving Co., 39 East 20th St., New York. Pioneers in the development of photo-engraved plates.

COLOR PROCESS PLATES

Gatchel & Manning (Estab. 1889), Philadelphia. DESIGNERS, ILLUSTRATORS, ENGRAVERS, in one or more colors, for Publishers and Printers.

COLOR PRINTERS

C. S. Hammond & Co., Sales Department, 30 Church St.; Offices and Works, 22 Thames St., N. Y. Map specialists. Color printing for trade.

TRANSLATIONS FROM AND INTO FOREIGN LANGUAGES

General School of Languages, 223 E. 124th St., N. Y. From and into Engl., French, German, Spanish, Italian, etc., commercial, techn., scientific.

INDEXING

C. H. Denison's Index, also flat indexing and gold lettering. D. T. S. DENISON, 132 E. 23rd St., N. Y.

BOOK TRADE SPECIALTIES**RARE BOOKS AND AUTOGRAPHS**

Dodd & Livingston, Fourth Ave. and 30th St., N. Y. City. Dealers in Rare Books, Autograph Letters, Manuscripts. Correspondence Invited.

MAGAZINES—BACK NUMBERS

American Magazine Exchange, St. Louis, Mo.

Back Numbers of Magazines supplied by **HERB GERARD**, 83 Nassau St., New York.

The Boston Book Co., Boston, Mass. Complete files and back volumes of magazines.

Back vols. and nos. of magazines supplied. **PHILADELPHIA MAGAZINE DEPOT**, 326 N. 10th St., Phila., Pa.

A. S. Clark, Peekskill, N. Y. "Out of print" Books and Pamphlets. Magazines, both common and scarce.

The Cut Rate Book Co., 20 E. 7th St., Cincinnati, O.

Medical and Chemical Periodicals exclusively. **B. Login & Son**, 1328 3d Ave., N. Y.

NEWSPAPERS—BACK NUMBERS

Metropolitan Distrib. Co., 219 E. 23d St., N. Y. New York newspapers complete files for ten years.

FOREIGN BOOKS

International News Co., 83 & 85 Duane Street, New York. Importers of Foreign Publications.

FOREIGN BOOKS—Continued.

William R. Jenkins Co., 851 and 853 Sixth Ave., cor. 48th St., New York. Books in French, German, Italian, Spanish and other foreign languages.

Lemcke & Buechner, 32 West 27th St., New York. All foreign books and periodicals.

Schoenhof Book Co., Boston, Mass. Foreign Books of all description. Catalogues.

F. C. Stechert Co., Inc., 29-35 West 32nd St., New York. Domestic and foreign books and periodicals.

G. E. Stechert & Co., 151-155 West 25th St., New York. Importers of Books and Periodicals.

E. Steiger & Co., 49 Murray St., N. Y., carry the largest stock of German publications in all departments. Books for learning 250 languages. Prompt importation of books and periodicals from all countries.

DIARIES

B. W. Huebsch, 225 Fifth Ave., New York. Annual and Perpetual Year Books. A popular diary.

KINDERGARTEN AND SCHOOL SUPPLIES

E. Steiger & Co., New York, manufacture the largest line of Kindergarten Supplies and Constructive Material for Manual Training. Catalogs gratis.

MAPS, GLOBES AND ATLASES

C. S. Hammond & Co., 30 Church St., N. Y. Atlases, School Maps, State Maps, Road Maps, Globes.

SHORTHAND AND TYPEWRITING BOOKS

Phonographic Institute Co., Cincinnati, O. Publishers of the Benn Pitman System.

Isaac Pitman & Sons, 2 West 45th St., New York.

STATIONERY NOVELTIES

William J. Burkhardt, 165 Danforth Ave., Jersey City. Unique Holiday Novelties, Die Stamped Christmas Cards, Post Cards, Calendars, Penwipers.

TRADE LISTS, FAC-SIMILES, ETC.

The Trow Directories and Trade Lists, 202 E. 12th St., New York. Lists of all businesses and professions in U. S., Canada, and Foreign. Fac-simile letters, folding, addressing and mailing.

DIRECTORIES FOR THE BOOK TRADE

Directory of Booksellers in U. S. and Canada; Directory of 1500 of the best Public Libraries in U. S. and Canada, with name of librarian; list of 1300 Private Collectors of Books, together in one vol., \$5.00. PUBLISHERS' WEEKLY, 298 Broadway, N. Y.

BOOKS WANTED.

W. Abbatt, Westchester, N. Y.

On Both Sides, Baylor.

Adair Book Store, 26 E. Van Buren St., Chicago, Ill.
Reinforced Concrete, 1908. Corrugated Bar Co.
Wilson's Dict. of Astrology.
Bernard's Lights on Masonry.
The Broken Seal, S. D. Green.

Adair Book Store, 142 Michigan Ave., Detroit, Mich.
Vos, Essentials of German, 3d ed.
Sanders, Elements of P. and S. Geometry.
Myers, First Year Mathematics, 1910.
Morey, Outlines Ancient History.
Any number of copies of each.

Aldine Book Co., 295 9th St., Brooklyn, N. Y.
Portfolio of Nude Life, Chicago Art Institute.
Noah (M. M.), Plays, pamphlets and books by.
Ben Israel (M.), Hope of Israel.

Allen Book and Printing Co., 454 Fulton St., Troy, N. Y.

Williams, Poets and Poetry of Ireland.
Baddeck, Warner.
Golden Dog, Kirby.

Amer. Bapt. Pub. Soc., 514 N. Grand Ave., St. Louis, Mo.

Nye and Riley's Wit and Humor. Formerly pub. by Thompson & Thomas.
Rubaiyat of Omar Cayenne (Burgess). First pub. by Stokes.
The Blackboard in the Sunday School, by Beard.

Antique Book Store, Toledo, O.

Plato, Eng. pocket ed., any ed.

The Antlers Book Shop, 322 Royal St., New Orleans, La.

Lady Dilke on French Furniture.
Loti, Romance of a Spahi.
Stead, If Christ Came to Chicago.
Lucretia Borgia, cheap.

Wm. M. Bains, 1213 Market St., Phila., Pa.

The Esmeralda, an Atlantic Souvenir, by Wallace. Phila., 1829.
North American Indians of Antiquity, by Stone.

N. J. Bartlett & Co., 26 Cornhill, Boston.

The Soul of a Bishop.
Mercedes of Cartito, Cooper Townsend ed.
Micheau and Nuttall, N. A. Sylva, 6 vols.
Appian, Roman History, Bohn ed.

Arthur F. Bird, 22 Bedford St., Strand, Lond., Eng.
American Annual of Photography, 1909 and 1912, cloth or paper.
Pierce's Linear Associated Algebra.

W. W. Blake, Av. 16 de Septiembre 13, Mexico City, Mexico.

Gadow, Through Southern Mexico.
Baxter, Colonial Architecture in Mexico.
Gage, Voyage to New Spain.

Book Exchange, Toledo, O.

Bashkirtseff, Letters, trans. by Mathilda Blind.
Rossetti, C., Poems, ed. by Symons.
Symons, Introduction to Browning, 1890.

The Book Shop, 625 Francis St., St. Joseph, Mo.

Vol. 2 Hist. Crusades.
Michaud, Doré. Barrie, Phila., morocco.

The Boston Book Co., 83 Francis St., Back Bay, Boston.

Book News Mo., S., '84; Ag., '06.
Brownson's Quar. Rev., Ja., '51; Il., O., '62.
Christian Lit., Je., '92; Apr., My., Ag., S., '95; Ag., '97.
Congregational Rev., Ap., '67.
Conservative Rev., Mr., 1900.
Eclectic Mag., Feb., '05.
International Mag., Ag., '51.
Mercersburg Rev., v. 1, '49.
New Eclectic Mag., My., '68.
Photo-Miniature, nos. 38, 43.
Poet Lore, Ja., '93.
Theological Eclectic, v. 7, no. 11.
Western, O., '77.

S. B. Bradt, 234 W. 63d St., Chicago, Ill., Non-Secret Formulas.

Bowling Green Book Shop, 81 New St., N. Y.

Eliot's Five Foot Shelf.
Harris, Nights with Uncle Remus, 1883.
Harris, Mingo and other Sketches, 1884.
Harris, Daddy Jake the Runaway, 1889.
Harris, Uncle Remus and His Friends, 1892.

Brentano's, 5th Ave. and 27th St., N. Y.

Marco Polo, Caxton Series, leather.
Holcomb's Literature in Letters.
Knight's Half Hours with Best Literary Writers.
Epes Sargent's Planchette.
Marryat's There is No Death.
Galton's Human Faculty.
Life of Andrew Elliott. Grafton Press.
Life of Joel Barlow. Putnam's.
Hartman's Secret Symbols of Rosicrucians.
Sacred Magic of Abra, Melvin the Mage.

BOOKS WANTED.—Continued.

Brentano's, N. Y.—Continued.

Parson's New Light on Gt. Pyramid.
 Anthon's Pilgrimage to Treves.
 Ten Little Mulligan Guards, Toy Book.
 Griffith and Henry's Micrographic Dictionary, 1853-58.
 Hist. of Infusorial Animalcules, Living and Fossil,
 by Pritchard, 1852.
 Latham's Italian Garden, 2 vols.
 Meredith's Drumsticks.
 Taylor's Iamblicus.
 Larson's Poise and Power.
 Tylor's Primitive Culture, 2 vols.
 Byrnes, Professional Criminals.
 Humboldt, Essays on Kingdom of New Spain.
 American Wit and Humor.
 Letters of Mad. Sevigne, English.
 Froude, Caesar, 1st ed.
 Crane's Black Riders.
 Mary A. Livermore, Work on the Women of the
 Civil War.
 Sawyer, Inhabitants of the Philippines.
 McDonald, Lilith.
 Collier, Russian and Japanese War.
 Harper's Spanish War.

Brunswick Book Co., 543 5th Ave., N. Y. [Cash.]

Dramatists of To-day, William Archer.
 Triumph of Phillistines Judua, H. A. Jones.
 String of Amber Beads, Holden.
 Love Letters of an American Woman.
 Gogol, Taras Bulba.
 Gogol, Dead Souls.
 Davis, Rise and Fall Confederate Government.
 Love Story of Abner Stone. Barnes.
 Kasidah, English ed.
 The Brick Builder, Bates and Guild. 2 copies
 McKim number.
 American Nobility, Pierre de Coulevain.

H. F. Burnham, 943 Fulton St., Brooklyn, N. Y. [Cash.]

Wetmore Genealogy.

W. J. Campbell, 1623 Chestnut St., Phila., Pa.

Edwards, Amelia B., 1000 Miles up the Nile, 4to,
 with colored plates.
 Penny, Norman, First Publishers of Truth.
 Befo, An Account of the Sufferings of the People
 Called Quakers.

Campion & Co., 1316 Walnut St., Phila., Pa.

Fight for Santiago, Bonsall.
 Life of Lamb, by Lucas.

The A. H. Clark Co., Caxton Bldg., Cleveland, O.

Condict, Old Glory and the Gospel in the Philippines.
 Myrick, Crisis in Agriculture.
 McManus, Soldier Life in the Philippines.
 Roosevelt, The Philippines; the First Civil Governor.
 Sheridan, The Filipino Martyrs.
 Welsh, The Other Man's Country.
 Adams, Woodland and Meadow.
 Bagg, Four Years at Yale.
 Browne, Everyday Life of Lincoln.
 Cooke, Virginia Comedians.
 Crafts, Protection of Native Races.
 Crookes, Researches in Phenomena of Spiritualism.
 Dahlgren, Social Life in Washington.
 Dawson, Germany and the Germans.
 Doyle, English Colonies in America.
 Freeman, Outlines of History.
 Gilbert, Pirates of Penzance.
 Goncourt, Sister Philomene.
 Ingram, Edgar Allan Poe. (Minerva Lib. of Famous
 Books.)
 Jones, Growth of Idylls of the King.
 Morley, English Writers, 11 vols.
 Morris, War with Spain.
 Pierce, Memoir and Letters of Charles Sumner, vols.
 3 and 4.
 Robinson, Porto Rico of To-day.
 Thomson (Clara L.), George Eliot.
 Vincent, Social Mind and Education.
 Tea, Its Origin, Cultivation, Manufacture and Use.
 Rockhill, Diary of a Journey Through Mongolia in
 1891-2. Pub. by the Smithsonian Institution, 1894.
 Anderson, Texas before and on the Eve of the
 Rebellion.
 Collins, Company B, 15th Texas Regiment, Chapters.

The A. H. Clark Co.—Continued

Copley, Sketch of the Battle of Franklin.
 Davis, The Campaign from Texas to Maryland, 1863.
 Getzendaner, History of Parson's Texas Cavalry
 Brigade.
 Heartsill, History of Gen. W. P. Lane's Regiment.
 Hill, Twenty Years at Sea.
 Lane (Gen. Walter P.), Adventures and Recollections.
 Robertson, Report of Committee on Public Safety.
 Austin, Texas, 1861.
 Winkler, Life and Character of Gen. J. B. Hood.
 Young, The Father of Texas, Stephen Fuller Austin.
 Cornaby, China under the Searchlight.
 Selby, As the Chinese See Us.
 Horniman, The Living Buddha.
 Macgowan, Christ or Confucius.
 Grow, Fourteen Months in Canton.
 Headlands, The Young China Hunters.
 Wilson, Ever Victorious Army.
 Wile, Programme of Sex Education.
 Egan, Making a Garden of Perennials.
 Davis, Myths and Legends of Japan.
 Macgowan, Men and Women of Modern China.
 Lawton, Empire of the Far East.
 Dingle, China's Revolution.
 Singleton, China as Seen and Described by Great
 Writers.
 Van Aalst, Chinese Music. Shanghai, 1884.
 Aldus, Coolie Traffic and Kidnapping, 1876.

Claypool's Genealogical Exchange, 952 N. Clark St., Chicago, Ill. [Cash.]

Doty-Doten Genealogy, by E. A. Doty.
 Contemplations and Meditations, by James Harvey,
 1792.
 Janes Genealogy, by Rev. Frederick Janes, 1868.
 Boynton Genealogy, by J. F. Boynton.
 Morgan Genealogy, by Appleton Morgan.

Cleveland Public Library, Cleveland, O.

Eckmann-Chatrian, Polish Jew.
 Herbert, Peter's Journey.
 Hervey, Feasts of Camelot.
 Kennedy, Quodlibet.
 La Grange, Last Days of Jerusalem.

Colonial Society, Box 343, Richmond, Va. [Cash.]

Campbell, History of Va.
 Hayden, Va. Genealogies.
 Howe, History of Va.
 Slaughter, St. George's Parish.
 Slaughter, St. Mark's Parish.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

Hastings' Bible Dictionary, 5 vols.
 Trans. Am. Soc. Civil Engineers, vols. 7, 21.

Conder's Bookstore, 251 5th Ave., N. Y.

Fuller's With the Procession.
 Co-operative Press, Charlotte, N. C. [Cash.]
 Old Song Books, shape notes.
 Muther, History of Modern Painting, 4 vols.
 White, Master Painters of Britain.
 Randall Davis, Stories of Eng. Artists from Van
 Dyke to Turner.
 40,000 Beautiful and Sublime Thoughts, 2 vols.
 Christian Herald Co.
 Publications of the new and old Sydenham Societies,
 complete.
 Maclaren, Exposition of Bible, 6 vols.
 70 Years in Dixie.
 Gospel Hymns and Excell's Song Books, cheap.
 Dow, Jr., Short Patent Sermons, 3 vols.
 Any East India or Oriental music or charts.
 Degby's Broad Stone of Honor, 2 vols., Eng. ed.
 Bell Boyd, or a So. Spy.
 Standard Library of Nat. History, 5 vols.
 Preston's Recollections of an Octogenarian (Va.
 book).
 Botanical Works of Linnaeus, Alpini, Bulleyn, Bur-
 man, Carnarnes, Hagenbot.
 Medical Works of Wm. Butler, John Borde, Andreas
 Perforatus.
 Aiken's Biographical Memoirs of Medicine.
 Sydenham Society publications, new and old, com-
 plete set.
 Spalding, Romanes.
 Wheeler, History of N. C.
 Revolving book cases and metal book racks.
 Rev. P. T. Forsyth's Works.

BOOKS WANTED.—Continued.

Cornhill Book Shop, 58 Cornhill, Boston, Mass.

A large collection of Nautical and Astronomical Books. List ready for immediate mailing.
We will buy large remainders of good old-time prints, especially great large sizes, engravings, lithographs, etc. Also in the market for big lots of sets, remainders and good values, and miscellaneous job lots, including books in foreign languages. I will pay spot cash for anything that suits.

Sandy Crawford, 18 Pear St., Atlanta, Ga.

Dr. Carver, the Champion Shot.
Wild Bill, the Scout.
James Boys. Pub. by Richard K. Fox.
Rube Burrow's Raids. Pub. by Richard K. Fox.
Reader cont. chap. Boy Stood on Burning Deck.
How Large Was Alexander, Pa., The Lost Child, etc.

M. Curlander, Baltimore, Md. [Cash.]

Burton Holmes' Lectures.
Kirby's Digest of Arkansas Laws.
Southwestern Reporter.
Northwestern Reporter.
Southern Reporter.
Pacific Reporter.

Dave's Bargain Book Store, 112 N. Broadway, St. Louis, Mo.

Kent's Mechanical Handbooks.
A Girl's Guide.
Life of Voltaire, cheap.
K. David Short Rule Arithmetic.
Perinin's Universal Short Hand.
Rob. Burdette's with Recitation from Cradle to the Grave, cheap.

Davis Book Store, 21 W. 42d St., N. Y.

Pausania, Greece.
Library of Knowledge.
Works of Lanciani about Rome.
Monkhous, Chinese Pottery.
Aisha, by Rider Haggard.
Sloane, Napoleon, original ed., vol. 2, or complete in parts.

Dawson's Bookshop, 518 S. Hill St., Los Angeles, Cal.

Pilgrims and Liberty, address by Seward.
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Peter Norriss, History of Morgan.

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